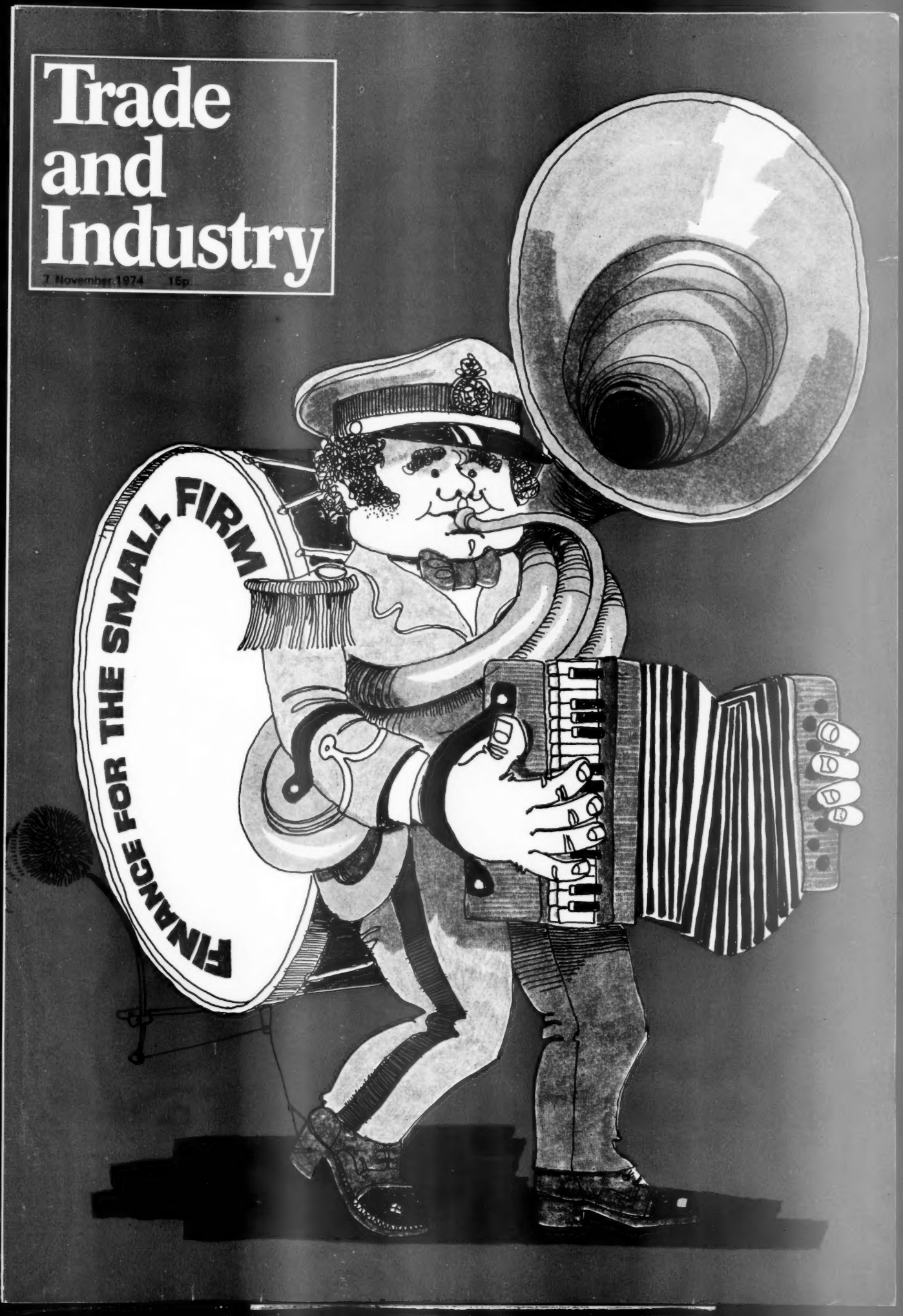
# Trade and Industry

7 November 1974 15p



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# Trade and Industry

7 November 1974

News from the Departments of Industry·Trade·Prices & Consumer Protection

You don't have to be a one-man band to qualify for help from the Department's Small Firms Information Centres. Any business with under 200 employees should find this week's 'Finance for the Small Firm' feature of interest, and those in the East Midlands will find a visit to our exhibition in the Nottingham Small Firms Information Centre well worthwhile, too. The exhibition begins on Tuesday, 12 November; our supplement begins on page 267.

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# Home News

## The Queen's Speech

Several references to forthcoming legislation affecting trade and industry were made in the Queen's Speech on the opening of Parliament on 29 October. The following are some extracts.

'My Government will energetically continue their renegotiation of the terms of the United Kingdom's membership of the European Economic Community. Within 12 months the British people will be given the opportunity to decide whether, in the light of the outcome of the negotiations, this country should retain its membership.

'My Government recognise the economic problems confronting developing countries, and will seek to increase the provision of aid. They will promote international efforts to establish a more liberal pattern of trade.

'My Government, in view of the gravity of the economic situation, will as its most urgent task seek the fulfilment of the social contract as an essential element in its strategy for curbing inflation, reducing the balance of payments deficit, encouraging industrial investment, maintaining employment, particularly in the older industrial areas, and promoting social and economic justice.

'The use of subsidies to keep down prices of certain foods will be continued. Further measures for the protection of consumers will be brought forward.

'My ministers will pursue their aim of achieving a fair redistribution of income and wealth. A measure will be brought before you for the introduction of a tax on capital transfers.

'Legislation will be introduced to enable land required for development to be taken into community ownership and to tax realisations of development value.

'My ministers recognise the value to the nation of expanding domestic food production economically and efficiently, and will continue their discussions with the farming industry to this end.

'My Government will continue to pursue a comprehensive energy policy which makes the fullest economic use of United Kingdom coal, oil and natural gas and experience in nuclear technology, and to encourage energy conservation. Legislation will be introduced to regulate further the development of offshore petroleum, to establish a British National Oil Corporation with rights to participate in this development; to ensure that the community receives a fair share of the profits; and to provide for the acquisition of oil sites in Scotland. My ministers wish to encourage industrial investment and expansion within vigorous and profitable public and private sectors of industry. For this purpose legislation will be introduced to provide for the establishment of planning agreements and a National Enterprise Board; and to enable the shipbuilding and aircraft industries to be taken into public ownership. Legislation will be introduced to provide additional protection for policyholders of insurance companies, and for people booking overseas holidays and travel who suffer loss as a result of the failure of travel organisers.'

## Peter Shore announces new compulsory protection scheme for insurance policyholders

Peter Shore, Secretary of State for Trade, made the following statement on 29 October.

'My proposals for a compulsory insurance protection scheme are designed to give further security to millions of people who have insurance policies.

'The legislation will be introduced as quickly as possible.

'And the Government intends that, subject to Parliament, the scheme should become operational as from today.

'In this year's exceptionally adverse conditions, the industry has done well in co-operation with my Department to mount a series of rescue operations. Only a few companies out of a total of about 800 have found themselves in serious difficulties. Most of their policyholders have been protected by these voluntary rescue operations which have demonstrated the strength and public spirit of the industry.

'Nevertheless, as many people in the industry itself recognise – and I know this from the discussions I have had with their leaders – it is sensible for us now to give a firmer and more organised security to policyholders.

'My discussions with the industry about the scheme are not yet complete. But I am confident that the industry will co-operate in its detailed organisation and operation.

'The broad outlines of the scheme are:

Funds would be made available for the benefit of policyholders of insurance companies which petition the court for liquidation.

Claims on both life and non-life policies would be met to the extent of at least 90 per cent though there might be exceptions for certain over generous benefits provided on some life assurance policies.

Third party claims would be fully met where insurance is compulsory.

Funds would also be available to assist rescues of companies where this was preferable as a means of protecting policyholders. Shareholders would not be protected.

A compulsory levy would be raised on authorised insurance companies which would be related to the appropriate premium income.

The levy would not exceed 1 per cent in any one year and it would normally be much less. In some years it might be nil.

'The scheme would as a start cover private persons in the UK who are policyholders of companies authorised under the Insurance Companies Act.

'The Motor Insurers' Bureau, which for many years has met personal injury claims by third parties against uninsured drivers, is an existing example of the sort of thing which can be done.

'I am convinced that under these proposals we will achieve our aim: to help the insurance industry to cope collectively with the problems created if an individual company is unable to meet its commitments from now on and to give the millions of policyholders the further security to which they are entitled.'

## Consumer Credit Act 1974

The Consumer Credit Act 1974, which received Royal Assent on 31 July, has after considerable delay in printing been published. Copies are available from HMSO and usual booksellers, price £1.45.

The Act, which has as its purpose truth in lending, implements a reform of consumer credit law. It gives the consumer greater protection in credit and hire transactions, controls the activities not only of creditors but also of brokers, owners of hire equipment, debt collectors, debt counsellors and adjusters, and credit reference agencies. All of these will need to be licensed by the Director General of Fair Trading, who will also be responsible for the operation of the Act.

The provisions of the Act were set out in a detailed summary in the 8 and 15 August issues of *Trade and Industry*. Reprints of the article are available on request to 01-215 4197 (direct line).

## Government assistance to Alfred Herbert Limited

Tony Benn, Secretary of State for Industry, said on 1 November that a consultative body representing the Government, trades unions and management would be set up to assist in developing a new long-term corporate strategy for Alfred Herbert Ltd.

Mr. Benn made the announcement after discussions with employees and management, following a statement on 29 October in which he said that the Government would make available assistance under Section 8 of the Industry Act 1972, to enable the company's business to continue while suitable arrangements are worked out to secure its future.

He said it would be helpful to investigate the immediate financial prospects and to develop proposals covering all the relevant aspects, working closely with representatives of the management and the workforce throughout – so that at the end of the study proposals could be put forward with the full support of all concerned.

This approach was supported by all those who attended the meeting.

The following is the text of Mr. Benn's statement on 29 October:

'Through continuing contacts with management and workers in Alfred Herbert Ltd. over the last seven months, I have become aware that the company has not been able to secure its long-term commercial future on a sound basis against a background of long-standing problems.

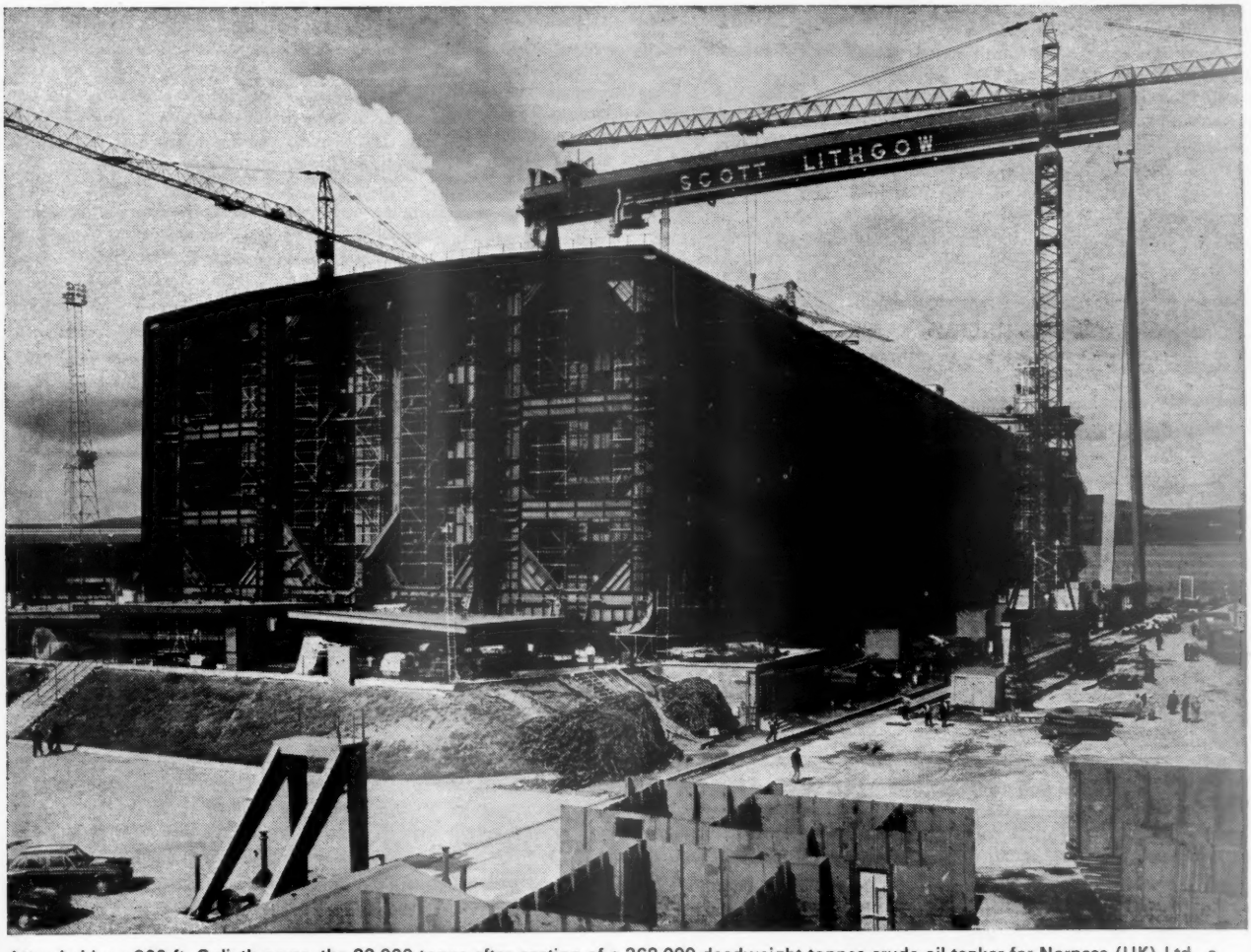
'In view of Alfred Herbert's leading position in the machine tool industry due to the high level of skill of its workforce, and of its major contribution to exports, the Government has agreed to make available assistance under Section 8 of the Industry Act 1972 to enable the company's business at home and overseas to continue normally, while suitable arrangements are worked out to meet its long-term financial needs. When these arrangements have been clarified, parliamentary approval will be sought.

'I will meet representatives of the employees and management of Alfred Herbert shortly to initiate the necessary Government discussions with the company and with other interested parties about these arrangements and the further action needed to secure the company's future on a sound basis.'

## Once-for-all grant to IPD (Industrial) Ltd

On 25 June, following a meeting between Tony Benn, Secretary of State for Industry, and the Minister of State, Eric Heffer, with representatives of the workforce of the Kirkby, Liverpool, factory of IPD (Industrial) Ltd., (IPD(I)), Ministers offered to the workers a feasibility study designed to find ways and means by which employment could be maintained on a long-term basis within a viable enterprise at the factory, and made it clear that they would be ready to consider a request under the Industry Act, 1972, for maintaining employment at the plant.

On 13 September the workforce at IPD(I) submitted their considered plan and applied to the Department for a grant of up to £3.9 million under Section 7 of the Industry Act to enable them to purchase the IPD(I)




Attended by a 300 ft. Goliath crane, the 22,000 tonne after-section of a 268,000 deadweight tonnes crude oil tanker for Norness (UK) Ltd., a subsidiary of Anglo-Nordic Shipping, nears completion in the Scott Lithgow shipyard at Port Glasgow, Scotland. The 86 ft. high 'half ship', almost ready for launching, will be engined and fitted out while the forward-section weighing 13,000 tonnes, is being built on the same berth. The first half ship constructed in Britain was launched from the shipyard last year. The method of construction is new to the United Kingdom, enabling ships of any size to be built at existing berths. A similar system was evolved by shipbuilders in the Netherlands, which Scott Lithgow has adapted to suit the tidal waters of the Clyde. The two sections are brought together and joined while afloat, using advanced techniques which include the use of laser beams, photogrammetry and differential ballasting within extremely precise limits. Scott Lithgow shipyards on Clydeside extend for about 2½ miles and employ more than 9,000 men. The company has a record shipbuilding order book which will keep the yards working to capacity for three years.

business from the Receiver and operate it as a Workers' Co-operative.

The Government has now decided, in principle, to provide a grant of the sum requested, on the clear understanding that this Government aid would be strictly once and for all.

In reaching this decision the Government has taken account of the advice of the Industrial Development Advisory Board that assistance on the basis proposed could not be justified under the guiding principles that they had been asked to apply. On the other hand the Government, while recognising the considerations which led the Board to this view, has been greatly influenced by the resolution and determination of the workers concerned who, having campaigned for so long for the right to work in Merseyside where male unemployment is 9.5 per cent, have demonstrated their readiness to take responsibility for their own affairs and to see to it that the Co-operative is a success, an experiment in industrial organisation of great potential significance.

## BSC launch industrial estate development

The British Steel Corporation is to build four advance units as the first stage of the creation of an industrial estate on the site of its former Irlam Steelworks, near Manchester, which closed earlier this year.

Following the signing of an agreement between BSC and the IDC Property Development Co., work has begun on the first phase, involving some 15 acres of the Lancashire site and commencing with the construction of the four 10,000 sq. ft. units, together with access roads and services. The buildings will be available for lease or sale.

Two further developments have given an encouraging start towards the BSC goal of contributing to the creation of jobs to replace those lost through the steelworks closure.

The Department of Industry hopes to locate its 25,000 sq. ft. advance factory for Irlam on the site, and English Industrial Estates Corporation, on behalf of the Department, is therefore negotiating the purchase from BSC of almost five acres; and BSC has also agreed in principle the sale of a second site of 25 acres to a private industrialist.

Elliott, Son & Boyton, of Wimpole Street, London, and Manchester, have been retained by BSC as project managers, responsible for promoting the industrial estate scheme, including the finding of suitable tenants. This is being done in close co-operation with BSC's New Jobs Organisation and Property Department and the Department of Industry.

A further 25 acres will be available for building early in the new year as soon as demolition and clearance, now in progress, is finished. The complete site, of some 155 acres, will be capable of accommodating both factory developments and warehouses, but BSC's early interest is in encouraging development of the more labour-intensive projects. A major part of the estate is available to heavy industry through leasing or sale. The first stage of the site development has been commenced, with the close and active encouragement and co-operation of the Planning Department of the City of Salford.

## Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

| Number | Grantee | Subject-matter |
|---|---|---|
| 22 October 1974 | | |
| 1,184,489 | Agfa-Gevaert Aktiengesellschaft | A photographic material containing a colour coupler |
| 1,193,228 | Kurt Lehovec | Integrated electro-optical structures |
| 1,235,988 | Centre d'Etudes et de Recherches de la Machine – Outil | A pressure regulator |
| 1,295,324 | Elf Union | A process and apparatus for automatically controlling a mixture of two fuids. |
| 1,351,688 | Agaton Ragnor Julius Ljunggren | Chair or the like sealing unit |
| 23 October 1974 | | |
| 1,143,898 | United States Atomic Energy Commission | Polymer impregnated concrete |
| 1,200,433 | United States Atomic Energy Commission | A self regenerating storage battery |
| 1,224,718 | United States Atomic Energy Commission | Separation of neptunium from uranium hexafluoride containing the same |
| 1,247,501 | United States Atomic Energy Commission | Ion-getter vacuum pump |
| 1,251,917 | United States Atomic Energy Commission | Hot-isostatic-pressing apparatus |
| 1,262,439 | United States Atomic Energy Commission | Improved cold trap |
| 1,273,947 | United States Atomic Energy Commission | Differential pressure nuclear radiation flux detector |
| 24 October 1974 | | |
| 1,276,462 | United States Atomic Energy Commission | Fibrous thermal insulation and method of making same |
| 1,289,463 | United States Atomic Energy Commission | Radiochemical counter for bulk materials |
| 1,289,917 | United States Atomic Energy Commis)ion | Apparatus and method for coating microspheres with pyrolythic carbon |
| 1,291,697 | United States Atomic Energy Commission | Coatings for adsorbing and methyl iodide vapours |
| 1,292,881 | United States Atomic Energy Commission | Lifting mechanism |
| 1,295,575 | United States Atomic Energy Commission | Electronically switched dynamic brake for a DC motor |
| 1,311,045 | United States Atomic Energy Commission | Closed fluid system pressurisation |

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

**Trade Marks Journal Name Index**

The Index of Names of Applicants, Registered Proprietors and Registered Users appearing in the Trade Marks Journal for the year 1973 is now available at the Sale Branch, Patent Office, 25 Southampton Buildings, London WC2A 1AY, and from Sale Branch, Patent Office, St. Mary Cray, Orpington, Kent BR5 3RD (price £10). The Trade Marks Journal Name Index is published annually and copies for the years 1932 to 1972 (inclusive) are also available at present from the above addresses. A few copies for some earlier years are also available.

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## Norton Villiers Triumph – meeting with Tony Benn

Tony Benn, Secretary of State for Industry, on 1 November met representatives of the workers at the Norton Villiers Triumph Small Heath factory, accompanied by local MPs.

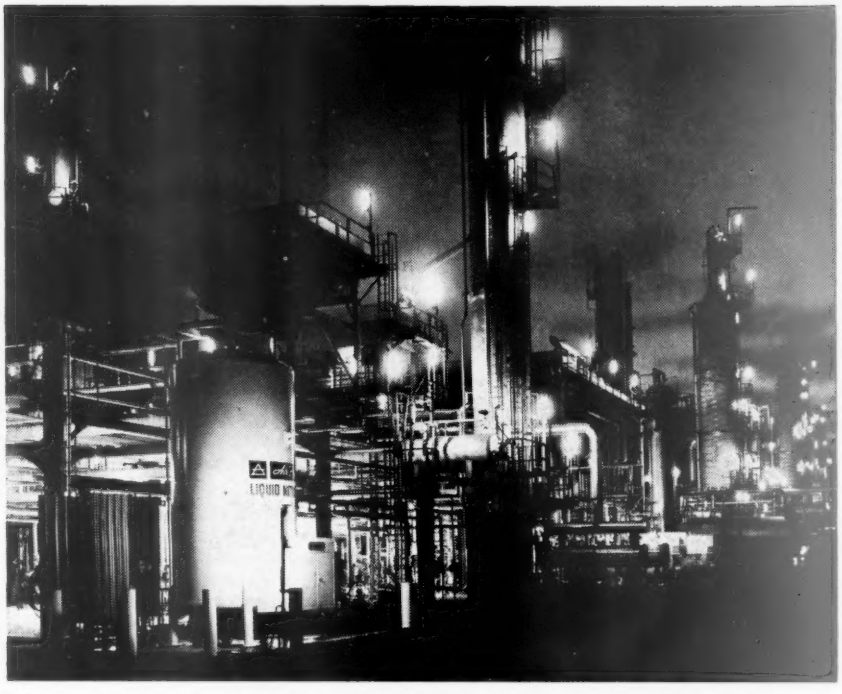
He told the representatives that the Government would shortly be seeking the authority of the House of Commons to the provision of support under Section 8 of the Industry Act in the form of a guarantee to enable NVT to obtain additional export stock finance from the commercial banks up to a maximum of £8 million.

Mr. Benn reaffirmed the Government's interest in the long-term welfare of the whole of the British motor cycle industry and undertook to visit Small Heath and NVT's other factory at Wolverhampton at an early date.

## British Ambassador to Sweden visits Scotland

Sir Sam Falle, KCVO, CMG, DSC, HM Ambassador to Sweden made an official visit to Scotland at the end of October to study industrial developments in Scotland, particularly in the context of North Sea oil. Sir Sam was examining opportunities for investment by Swedish companies in Scotland and for Scottish exports to Sweden.

Sir Sam Falle's programme included visits to the Lord Provost of Glasgow and leading Scottish industrialists in Glasgow. He also visited Scott Lithgow Ltd., Ravenscraig, the Irvine Development Corporation, Ailsa Trucks Ltd. and SKF (UK) Ltd.



Flameproof, corrosion resistant and weatherproof Invincible range lighting fittings have been supplied by Thorn Lighting for Amoco's new £30 million oil refinery at Milford Haven. To date the refinery covers some 375 acres and handles about 80,000 barrels of crude oil daily. Nearly 800 Glendale Division 2 fluorescent fittings provide platform and pipe rack lighting throughout the main part of the refinery. Twin 2 ft. 20 Watt fittings are mounted vertically on tubular galvanised steel support stands on the platforms. The main contractors for the refinery were Procon (GB) Ltd. and the lighting contract was worth about £18,000.

## North Atlantic fares and charter prices

The Civil Aviation Authority has reluctantly approved the fares proposed by IATA airlines for travel to and from North America in the period from 1 November 1974 to 31 January 1975.

Earlier this year the Authority joined with the governments and authorities of Canada, the United States and a number of European countries in a statement calling upon the scheduled airlines to rationalise and simplify the structure of fares on North Atlantic services. The Authority shares the profound disappointment – already expressed by the US Civil Aeronautics Board – that the airlines have made no real progress in these directions. Even more disappointing is the airlines' last minute abandonment of APEX fares.

In approving the fares, the Authority was conscious that no single country can impose particular types or levels of fares and that the proposals submitted to it were in any case of an interim character while further negotiations take place. It is the Authority's hope that the opportunity will be taken, in these negotiations, to make real progress towards an improved North Atlantic fare structure for the remainder of 1975, including the introduction of APEX fares at least between those countries which would be ready to accept them.

The Authority has also decided to confirm the minimum charter rates and selling prices for ABC flights to North America which it announced provisionally on 12 September. Detailed provisions, including the conditions governing ATOL holders who do not sell through retail agents, will be promulgated as soon as possible.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# Moneylenders Acts, 1900 to 1927

**The following companies held orders of exemption, valid 31 October 1974 issued under Section 6(e) of the Moneylenders Act, 1900.**

*Entries in these lists are in alphabetical order according to the first initial letter of the title.*

A. Booth (Estates) Ltd.
Acre Investment Trust Ltd.
Afforestation Finance Ltd.
Agricultural Central Trading Ltd.
Agricultural Supplies (Cambridge) Ltd.
Air Holdings (Finance) Ltd.
Airedale Investment Ltd.
Alex Lawrie Factors Ltd.
Alliance Aluminium Holdings Ltd.
ANZ Overseas Finance Ltd.
Arbuthnot Factors Ltd.
Audit & General Finance Ltd.
Austin Morris Group Facilities Ltd.

Baldrene Ltd.
Banca Commerciale Italiana Ltd.
Bankers Trust Factors Ltd.
Barclays Export and Finance Co. Ltd.
Barclays Overseas Development Corporation Ltd.
Barcross Finance Ltd.
Beamtenheimstattenwerk Gemeinnutzige Bausparkasse Fur Den Offentlichen Dienst Gesellschaft Mit Beschranker Haftung
Bentinck Ltd.
Bentworth Trust Ltd.
Blane & Enfield Ltd.
Book Trade Improvement Ltd.
British Maritime Trust Ltd.
British Medical Finance Ltd.
Buckwood Finance Ltd.
Builders and General Mortgage Co. Ltd., (The)
B. W. Trade Facilities Ltd.
Byas Mosley (Life & Pensions) Ltd.

CDFC (Ceylon) Ltd.
CDFC International Ltd.
CDFC (Malaysia) Ltd.
CRCU Ltd.
Capital Development Co. Ltd.
Capital Finance Co. Ltd.
Carette & Co. Ltd.
Cashbonds Ltd.
Celine Finance and Investment Co. Ltd.
Charterhouse Securities Ltd.
Chrysler Wholesale Ltd.
Circle and Piotrkow Provident & Investment Society Ltd.
City and Colonial Trust Ltd.
Commerce International Trust Ltd.
Commercial Export Credit Co. Ltd.
Commonwealth Development Finance Co. Ltd.
Constantine Holdings Ltd.
Contemporary Finance Co. Ltd.
Council for Small Industries in Rural Areas
C. P. Choularton Sons & Partners Ltd.
Crane Securities Ltd.
Credit for Industry Ltd.

Dao Heng Bank Ltd.
D. F. J. Charles Ltd.
DHP Investment Holdings Ltd.
Development Finance International Ltd.
Diaome Ltd.
Dominion Charter Merchant Trust Ltd.
Dorset, Somerset & Wilts Investment Society Ltd.

Eastminster Trust Ltd.
Efdum Securities Ltd.
Equipment Credit Ltd.

Faircliffe Finance Co. Ltd., (The)
Fallings Park Investment & Mortgage Co. Ltd.
Farnworth Finance Facilities Ltd.
Fenlock Investments
Finance Corporation for Industry Ltd.
Finfur Ltd.
Firestone Tyre & Rubber Co. Ltd.
First British American Corporation Ltd., (The)
First Guarantee Trust Co. Ltd.
First National Housing Trust Ltd.
Fitzalan Finance Ltd.
Ford Financial Trust Ltd.
Ford Motor Credit Co. Ltd.
Fortgain Ltd.
Frevale Finance Ltd.
F. W. Developments Ltd.

GEC Investments Ltd.
GREA Real Property Investments Ltd.
Gavel Finance Ltd.
Gee and Watson (Welfare and Benevolent) Ltd.
General Reversionary & Investment Co. Ltd.
Glenniffer Finance Corporation Ltd.
Grand Metropolitan (Finance) Ltd.
Greyhound Equipment Finance Ltd.
Guardian Mortgage Co. Ltd.

Hall Securities Ltd.
Hanover Berkeley Securities Ltd.
Henderson Administration Ltd.
Highland Leasing Ltd.
Hobbart Properties Ltd.
Hodge Finance Ltd.
Home and Country Properties Ltd.

Indochine Finance (UK) Ltd.
Industrial Funding Trust Ltd.
Insurance Export Finance Co. Ltd.
International Factors Ltd.
I. S. Blomfield Ltd.
Ivor Hill (Investments) Ltd.

J. F. Nash Finance Ltd.
J. Coral Finance Ltd.
John Laing Construction (Finance) Ltd.
Jubilee Money Society Ltd., (The)

Kenmar Export Ltd.
Kingston Financial Services (Clyde) Ltd.
Knightsbridge Mortgage Co. Ltd.

Laird Group Ltd., (The)
Lancashire and Yorkshire Reversionary Interest Co. Ltd.
Langersal Ltd.
Law Reversionary Interest Society Ltd., (The)
Libra Bank Ltd.
Liebherr-Great Britain Ltd.
Lington Holdings Ltd.
Linnet Property Co. Ltd.
Liverpool Reversionary Co. Ltd., (The)
Lloyds and Scottish Finance Ltd.
London & Cleveland Property Investment Co. Ltd.
London and Scottish Guarantees Ltd.
London Mercantile Finance Ltd.
London and Provincial Investments Ltd.
Lothbury Securities Ltd.

Mall Trust Corporation Ltd.
Marsh Guaranty Finance Ltd.
Master Bakers & Confectioners Finance Co. Ltd.
Merban Ltd.
Methodist Chapel Aid Association Ltd.
MIT Securities Ltd.
Mobil Europe Inc.
Mobil Services Co. Ltd.
Modern Investments Ltd.
Mountford Securities Ltd.
Mutual Aid Association Ltd.

National and Commercial Development Capital Ltd.
National Film Finance Consortium Ltd.
Norman Frizzel (Life & Pensions) Ltd.
North West Securities (Finance) Ltd.
Northern & London Investment Trust Ltd.

Oakmere Finance Ltd.
Ogden Street Estate Ltd.
Oxford Finance Co. Ltd., (The)

Pan American Employees Mutual Association Ltd.
Paribas Finance Ltd.
Peover Investments Ltd.
Phoenix Recliffe Ltd.
Pleasure Heating Finance & Developments Ltd.
Policy Purchase & Investment Co. Ltd.
Produce & General Investments Ltd.
Provincial Towns & Country Estates Ltd.
Property Investments and Finance (Developments) Ltd.

Queen Street Trust Ltd.

Raleigh Industries (Gradual Payments) Ltd.
Reed International Ltd.
RIB Eastern Ltd.
RMC Finance Ltd.
Robert Fleming & Co. Ltd.
Robert Stanton Ltd.
Roman Wall Finance Ltd.
Roman Wall Investments Ltd.
Roman Wall Properties Ltd.

Safari Investments Ltd.
St. Paul's Guarantee Corporation Ltd.
Scottish Central Finance Ltd.
Scottish & European Finance Ltd.
Second Northern & London Investment Trust Ltd.
Selap Ltd.
Shellstar Ltd.
Ship Mortgage Finance Co. Ltd.
Silbury Finance Co. Ltd.

Small Industries Council for Rural Areas of Scotland
South Birmingham Savings Society Ltd.
Southcote Finance Co. Ltd.
Southern Finance Co. Ltd.
Southsea Mortgage and Investment Co. Ltd.
Standard Guarantee Ltd.
Star (Great Britain) Finance Ltd.
Stewart Salmon & Co. Ltd.

TKM Credit Corporation Ltd.
TWA United Kingdom Employees Credit Union Ltd.
Timbleside Trading Co. Ltd.
Tokenhouse Finance Ltd.
Toronto Dominion Bank Investment (UK) Ltd.
Treesford Securities Ltd.
Trinity Trust and Savings Ltd.

UDT International Finance Ltd.

VMC Finance Ltd.

Warrington & South Lancashire Investment Corporation Ltd.
Wessex Finance Corporation Ltd.
West Central Holdings Ltd.
West End Provident & Investment Society Ltd., (The)
Westminster House & Land Investment Co. Ltd.
Wharton Street Credit Services Ltd.
Wharton Street Finance Ltd.
Whitehall Securities Corporation Ltd.
Worcestershire Housing & Savings Society, (The)

Yelverton Finance & Trading Co. Ltd.
Yorkshire Bank Finance Ltd.

**The following persons held certificates, valid at 31 October 1974, under Section 123 of the Companies Act, 1967, to the effect that they had satisfied the Department of Trade that they could properly be treated for the purposes of the Moneylenders Acts, 1900 to 1927 as being persons bona fide carrying on the business of banking.**

African Continental Bank Ltd.
Allied Bank International
Anglo-Continental Trust Ltd.
Anglo-Eastern Bank Ltd.
Audley Holdings Ltd.

Banco do Estado de Sao Paulo SA
Bank of Europe Ltd.
Bank Fur Gemeinwirtschaft AG
Bank Hapoalim BM
Bank of New Providence Ltd.
Bank of New South Wales Savings Bank Ltd.
Bank of Scotland Finance Co. Ltd.
Bank of Tokyo Trust Co., (The)
Barclays Bank Trust Co. Ltd.
Barnett, Christie Ltd.
Bear Securities Ltd.
Beverley Acceptances Ltd.
Boston Trust & Savings Ltd.
Bowmaker Ltd.
Bremar Holdings Ltd.
British Bank of Commerce Ltd.
Brook Securities & Co. Ltd.
Brown Harriman & International Banks Ltd.
Burlington Investments Ltd.
Burston Finance Ltd.

Cannon Street Acceptances Ltd.
C. E. Coates & Co. Ltd.
Cedar Holdings Ltd.
Chancery Trust Ltd.
Chase Manhattan Ltd.
Citibank Trust Ltd.
Citicorp International Bank Ltd.
Cleveland Guaranty Ltd.
Clydesdale Bank Finance Corporation Ltd.
Commercial Bank of Malawi Ltd.
Commercial Bank of Wales Ltd.
Commonwealth Savings Bank of Australia
Commonwealth Trading Bank of Australia
Concorde Trust Ltd.
Consolidated Credits & Discounts Ltd.
Co-operative Commercial Bank Ltd.
Copleys Bank Ltd.
Corinthian Securities Ltd.
Credit Suisse White Weld Ltd.
Credito Italiano SpA
Cripps Warburg Ltd.

Dalscot Ltd.
David Samuel Trust Ltd.
Dawnay Day & Co. Ltd.
Drayton Corporation Ltd.
Duboff Brothers Ltd.
Dunbar & Co. Ltd.

Eagil Trust Co. Ltd.
Edward Bates & Sons Ltd.
E. S. Schwab & Co. Ltd.
European Brazilian Bank Ltd.

First Chicago Ltd.
First International Banschares Ltd.
First London Securities Ltd.
First Maryland Ltd.
First National Bank in Dallas
First National Securities Ltd.

Goode Durrant Trust Ltd.
Gray Dawes & Co. Ltd.
Greyhound Guaranty Ltd.
G. R. Dawes & Co. Ltd.
G. T. Whyte & Co. Ltd.
Gresham Trust Ltd.

Havana International Bank Ltd.
Hawtin & Partners Ltd.
Henry Ansbacher & Co. Ltd.
Heritable & General Investment Bank Ltd.
HFC Trust Ltd.
Hokkaido Takushoku Bank Ltd.
Hume Corporation Ltd.

Industrial Bank of Japan Ltd., (The)
Industrial Bank of Scotland Ltd.
Investitutions – Und Handels – Bank AG
Iran Overseas Investment Bank Ltd.
Italian International Bank Ltd.

Jacobs Kroll & Co. Ltd.
Janata Bank
Japan International Bank Ltd.
Julian S. Hodge & Co. Ltd.
Julius Baer International Ltd.

Knowsley & Co. Ltd.

Lloyds Associated Banking Co. Ltd.
Lloyds & Scottish Trust Ltd.
Lombard North Central Ltd.
London and County Investment Ltd.
London & County Securities Ltd.
London Capital Securities Ltd.
London Mercantile Corporation Ltd.

Medens Trust Ltd.
Merrill Lynch – Brown Shipley Bank Ltd.
Mitsubishi Bank Ltd., (The)
Morris Wigram Ltd.

National Commercial Bank Ltd.
National Union Bank Ltd.
N. H. Woolley & Co. Ltd.
Nordic Bank Ltd.
North Carolina National Bank
Northern Commercial Trust Ltd.
Northern Trust Co., (The)
Norwich Gneral Trust Ltd.

Old Broad Street Securities Ltd.

People's Bank Ltd., (The)
Philipp Brothers & Joseph Ltd.
Pubali Bank

Raphael, Robinson & Glyn
Red Dragon Securities Ltd.
Republic National Bank of Dallas
Republic National Bank of New York
Robert Fraser & Partners Ltd.
Rothschild Intercontinental Bank Ltd.
Royal Bank of Canada Trust Corporation Ltd., (The)
Royal Trust Company of Canada, (The)

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St. Margarets Finance Ltd.
Security Trust Company of Birmingham Ltd.
Slater Walker Finance Corporation Ltd.
Societé Générale (France) Bank Ltd.
Standard Bank Ltd. (Incorporated in Pakistan)
Sterling Credit Ltd.
Sterling Industrial Securities Ltd.

Thames Guaranty Ltd.
Trade Development Bank
Trucanda Trusts Ltd.
Twentieth Century Banking Corporation Ltd.
Tozer Standard & Chartered Ltd.

UDT Finance Ltd.
United Dominions Trust Ltd.
United International Bank Ltd.

Vavasseur Trust Co. Ltd., (The)
Vernons Trust Corporation

Wallace Brothers Sassoon Bank Ltd.
Wells Fargo Ltd.
Western Bank Ltd.
Western Trust & Savings Ltd.
Whiteaway, Laidlaw & Co. Ltd.
Williams, Glyn & Co.
Wintrust Securities Ltd.

# Annual report of Chief Inspector of Factories

Because of a continuing 'extraordinary and discouraging history of accidents that should not happen' a special watchdog unit may be set up to monitor the construction industry's safety performance.

This is announced by Mr. Bryan Harvey, HM Chief Inspector of Factories, in the introduction to his annual report for 1973 (Cmnd. No. 5708, HMSO, price £1.10 net or through booksellers) published on 30 October.

He says: 'I propose to recommend that a special unit should be established . . . to monitor the safety record of companies and, where that record is bad, tackle top management with a factual and detailed account of their performance. My inspectors will not hesitate to use their powers to force these managements to realise the cost in lives of their failure to give the same attention to safety matters as they no doubt give to their profit and loss account.'

Mr. Harvey explains that construction's incidence of fatal accidents is 'significantly worse than that for any other industry for which I am responsible'. And this is in spite of the great efforts made by a large number of companies which take safety and health seriously – and in spite of the increasing toughness of the Factory Inspectorate to those that do not.

**Accidents**

In 1973 for industry as a whole there was an increase in the number of reported accidents and in fatalities.

There were 272,518 reported accidents (against 258,137 in 1972) and 549 fatal accidents (468 in 1972).

The increases followed three successive years of reducing numbers.

Although the incidence rates of fatalities (as well as numbers) in both factories and construction were higher in 1973 than in the previous year the rates of serious injuries were lower. The total number of serious injuries in fact was only 72 per cent of the figure for 1969.

Both the serious injury rates and the fatality rates can properly be used as guides to safety performance. On this occasion they conflict, and it would be unwise to conclude that industry's performance either improved or deteriorated.

On fatalities, Mr. Harvey says this sharp reversal of the downward trend in recent years is obviously disquieting. But statistically the numbers are small enough to suggest that the experience of a single year needs to be treated with caution. In any case, it should be borne in mind that lower totals have occurred in only two years during the present century.

Mr. Harvey makes the point that increased industrial activity seems to result in some increase in risk. Thus: 'if increased prosperity is not to be bought at the expense of increased death and injury, it is necessary to plan for safety as well as production, particularly in a time of expanding activity.'

**Accident Prevention Advisory Unit**

Mr. Harvey deals with other new, positive measures being taken to make industry safer. One of these is the Accident Prevention Advisory Unit which has been set up to examine by in-depth evaluation why different firms in the same industry have different rates of accident incidence. A section of the Report is devoted to the work of the Unit. It contains the outline of an effective policy for safety and health within a company.

**Flixborough disaster**

Mr. Harvey describes the explosion at Nypro (UK) Ltd., on 1 June 1974, as 'almost certainly the worst industrial accident above ground this century'. He particularly welcomes the setting-up of a committee of experts to look into the whole question of the problem which large-scale undertakings present.

**Noise**

High priority is given to encouraging observance of the Noise Code of Practice published in 1972*. Over 500 factories were selected in 1973 for special 'noise visits' and follow-up visits were made to 500 others already visited in 1972.

Specialist Inspectors in the Noise and Vibration unit advise industry on the more difficult noise problems, and visit machinery manufacturers to draw attention to the need for machinery design to be improved from the noise point of view.

The Chief Inspector reports that industry has shown a great deal of interest in noise and the action necessary to protect workers from it.

**Flammable liquids and gases**

On new Regulations† for storing and handling highly flammable liquids and liquefied petroleum gases which came into force in June 1973, Mr. Harvey reports that there is clear evidence that many of the problems which have existed for some time are now receiving serious attention and a much more acceptable standard is being achieved solely as a result of the new Regulations. 'The cost of making improvements is considerable, but in the long term the benefits of improved and safer methods of handling, together with better separation of high fire risk areas, will amply repay the money spent.'

**Asbestos**

As part of the continuing pattern of enforcement, Inspectors pay special visits to all factories and construction sites where asbestos is known to be used. Work continues on a major long-term medical environmental survey of asbestos workers.

During 1973 there were 128 deaths associated with previous exposure to asbestos. Since this is a long-term disease, this figure reflects conditions in the past when, in the then stage of knowledge, it could not be ascertained with any certainty what levels of air contamination by asbestos dust would endanger health.

Results of Phase II of a major long-term medical environmental survey of asbestos workers, embracing the larger manufacturers of asbestos products, showed that over 90 per cent of the dust counts were below the very stringent hygiene standard of 2 fibres per millilitre. This reflects the very great efforts made by the major firms in the industry to improve standards of control.

**Lead**

Both the general Inspectorate and the Industrial Hygiene Unit are making a sustained effort to ensure that all factories handling lead progress towards proper control. In general, the industry's response to the Lead Code of Practice for Health Precautions‡ has been 'encouraging'.

**Channel Tunnel**

During the year the Inspectorate had discussions on safety in the construction of the Channel Tunnel with the Department of Environment's Channel Tunnel Studies Unit and the project managers. Inspectors also gave advice on safety matters at several large tunnelling projects, for example, at work associated with Phase 1 of the Fleet Underground line in London and the Mersey Loop and Link line in Liverpool.

'Tunnelling accidents continue to occur because of unsafe transport systems and, particularly, because of the collapse of weak ground.'

**General**

The Report ranges widely over the various aspects of the Inspectorate's work under the headings of industrial hazards; the Accident Prevention Studies Unit; safety and health activities; occupational hygiene; occupational hygiene laboratories; accident experience. It contains 15 appendices comprising statistics and details of the Inspectorate's publications and research activities. The report is illustrated with photographs.

* Code of Practice for reducing the exposure of employed Persons to Noise. HMSO, price 52½p (by post 59½p).

† The Highly Flammable Liquids and Liquefied Petroleum Gases Regulations, 1972. HMSO, price 16p (20p by post).

‡ Lead Code of Practice for Health Precautions. Free from HM Factory Inspectorate Offices.

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## Sugar price equalisation

A price equalisation scheme for sugar came into operation on 4 November. This was announced by Shirley Williams, Secretary of State for Prices and Consumer Protection, in a written reply to a question in Parliament from Mr. Mike Thomas, (Newcastle upon Tyne East) on 31 October. The Secretary of State said:

'The agreement to pay £140 per long ton f.o.b., for shipment of raw sugar under the Commonwealth Sugar Agreement, between 1 September 1974 and 31 December 1974, would give rise to a wide differential between the prices of refined cane sugar and refined beet sugar. In order to avoid the resulting distortion of competition in the food industry and inequity between different groups of consumers, it has been decided to introduce a price equalisation scheme for sugar. The scheme, which has been drawn up in consultation with the industry, will be administered by the Sugar Board and will come into operation on Monday next, 4 November.

'The scheme will take account of price increases notified to the Price Commission by the refiners of cane and beet sugar. In view of the exceptional circumstances, including in particular the need to introduce the equalisation scheme quickly, it would not be appropriate to require the refiners to wait the usual 28 days before implementing price increases, and following consultation with the Price Commission I have signed the Counter-Inflation (Notification of Increases in Prices and Charges) Order 1974, which will enable the increases to be announced immediately.

'Under the scheme the ex-refinery prices of granulated sugar for the retail market will rise to around £190 per ton and as new supplies reach the shops retail prices will increase by 4½p to 5½p per 2 lb. bag. This should produce a price in large shops of 18½p to 19p for sugar produced by the British Sugar Corporation, Tate and Lyle and Manbre, which includes Sankey and Westburn sugars.'

## Maximum bread prices fixed

Maximum retail prices for subsidised bread throughout the United Kingdom came into effect on 28 October.

An Order laid before Parliament by Shirley Williams, Secretary of State for Prices and Consumer Protection, and published on 28 October, set the maximum prices which may be charged at retail level for any type of bread in receipt of subsidy. Retailers will also be required from 9 December to display lists of the maximum prices ruling in their shops. Actual prices in the shops will often be below the levels prescribed.

Under the Order the maximum price is normally either that specified in the table in the Order or that being charged when the subsidy was introduced, whichever is the lower. Provision is made for some adjustment to these latter prices in certain specified circumstances where the initial levels were unrepresentative or are no longer appropriate.

The prescribed range of prices for standard loaves reflects the traditional pattern of regional differentials based on the higher transport costs incurred in supplying bread to the areas concerned. This aspect of pricing is one which the Department of Prices and Consumer Protection expects to study further.

The Order is the Bread Prices Order 1974 (SI 1974 No. 1711), HMSO, price 12p. It is the first to be made under Section 2 of the Prices Act 1974.

In accordance with the Act, the provisions of the Order have been the subject of detailed consultations with interested organisations, including trade, enforcement and consumer bodies.

The enforcement of the Order is being carried out by local weights and measures authorities in Great Britain and by the Department of Commerce in Northern Ireland.

# Price Commission's sixth quarterly report – June to August

The sixth report to Parliament of the Price Commission was published on 31 October 1974 (HC 3, HMSO, price 65p).

**Price trends**

The report reveals that the rate of price increase in the field under the Commission's direct control has fallen significantly since the turn of the year. According to the Commission's own index, based on pre-notifications of price increases mainly for manufactured goods, the rate of increase on an annual basis has fallen from 23 per cent last winter (December-February) to 16 per cent in the spring (March-May), and 9½ per cent in the summer (June-August). The Commission observes that the wholesale price index follows the pattern of price increase pre-notified to the Commission but with an average time-lag of about three months. But the Commission warns that the future trend of prices will be largely determined by the trend of labour costs. Nor can much offsetting relief be looked for from commodity prices, some of which are now firming up. The Commission therefore concludes that:

> 'The fall in inflationary pressure which we as a Commission are seeing today will be reflected in retail prices in the course of the next few months. But unless the increase in labour costs can be restrained, this will be a false dawn.'

**Restraint on prices**

At the beginning of its report the Commission notes the degree of the restraint on prices during the period from June to August:

Five hundred and twenty-six claims for price increases from the larger companies were modified, rejected or withdrawn, leading to a reduction of price increases of £244 million at an annual rate. Distributors were earning 2 per cent less on average than their reference levels permitted; on a turnover of about £20,000 million this represents a price saving of some £400 million a year. Firms which had exceeded their gross or net profit margin reference levels reduced their prices in consequence by a total of some £6.7 million a year. And both general and individual price reductions totalling about £1¼ million were secured from smaller firms following investigation by the Commission's regional offices.

**Profit trends**

The most recent profit reports received by the Commission (relating to the quarter to 30 June) indicate that net profit margins of Category I manufacturing and service companies* in the private sector were on average 72 per cent of reference levels. Despite this, the Commission doubts that a serious erosion of profit margins has occurred as throughout the period of control profit margin levels have not varied significantly from a middle figure of about 75 per cent of reference levels. The Commission attributes this to the fact that reference levels under the Price Code were pitched at a figure which greatly exceeded actual margins before the standstill in prices introduced in November 1972. It is this cushion which has been eroded, so that by the summer of 1974 profits were back to the level of the pre-standstill period.

The Commission's overall view is that initially the Code was generous to industry, but that circumstances have changed and margins, having come back to their 1972 level, are still on a downward trend. With the present terms of the Price Code the pressure on margins could become particularly severe if big rises in labour costs occur beyond the capacity of industry to absorb them.

**Two problems**

The Commission emphasises two points. First, experience has varied enormously between one company and another.

> 'The general rules have been generous and the provision for hard cases inadequate.'

Second, the Commission notes that its figures for profits are shown before any deduction for stock appreciation.

> 'The replacement of stock at present inflated prices is already posing serious problems for industry.'

Because of the importance of this question, the Commission will pursue in greater depth

* Category I manufacturing companies have an annual turnover exceeding £50 million (service companies £20 million). Category II a turnover of £5-£50 million (service companies £5-£20 million).

its studies of the impact of price control on profits and profit margins.

**Administering the code**

The body of the Commission's report describes the operation of the price controls which have remained basically unchanged in the period June to August.

**Manufacturing and service companies – allowable cost control.** During the period the Commission received 650 pre-notifications from companies in Category I and 1,526 from companies in Category II. As foreseen in the Commission's previous report the rate of pre-notifications fell to a monthly average of 217 (Category I) and 509 (Category II) in the June-August period, compared with 302 and 694 in the March-May period, bringing the daily figure for Category I back almost to its Stage 2 level. For both categories the amount of money involved also fell substantially; the price increases resulting from Category I pre-notifications in the June-August period amounted to a monthly average of £315 million (compared with £705 million in the December-February period and £477 million in March-May) while for Category II the value was £147 million (compared with £199 million and £174 million).

As far as the 'cost factors' generating inflation are concerned the conclusions drawn in the Commission's previous report have been confirmed, with labour costs accounting for a higher proportion of the smaller total sum of pre-notifications. Although the share of labour cost in total cost increases has already risen from 14.6 per cent to 23.5 per cent, the steep rise in labour costs has barely had time to be reflected in the figures. The Commission expects that now the change has begun it will gather momentum.

Oil remains the industrial sector contributing most to price increases although its share has fallen from 33 per cent to 26 per cent. The effect of the oil price increases is, however, still being felt in other goods, with 'other manufacturing' rising to second place; this reflects the effect of the oil price rise on chemical and textile prices.

**Manufacturing and service companies – profit margin control.** During the period the Commission received from Category I and Category II firms periodic returns in respect of 477 and 1,550 reference level units of which 36 and 173 respectively were found on examination to be operating in excess of their net profit margin reference levels. In most cases the Commission was satisfied that the excess was caused by seasonal or other distorting factors but in five cases agreement was reached on action to eliminate the excess by price reductions or cost absorption. The firms involved are listed in Appendix 4C of the report; the amount involved was just under £1 million a year.

**Distributors – control of gross and net profit margins.** Examination of periodic returns by distributors with a turnover exceeding £10 million a year showed that in 283 cases (over half the total of 536 reporting units) either the gross or net profit margin reference level, or both, had been exceeded. In 225 cases the Commission was satisfied that seasonal or other factors meant that no immediate action was required but in 58 cases the firms concerned were called upon to eliminate the excess. By the end of August agreement was reached on the elimination of excesses in 38 cases and price reductions amounting in all to £5.8 million were secured. The firms concerned are listed in Appendix 4C of the report. In two cases a preliminary Notice under Section 6 of the Counter-Inflation Act was served to secure compliance.

In April the Commission enforced a 10 per cent cut on the larger food distributors' gross margin reference levels, and an amendment to the Code in May extended this to all other large distributors, but subject to the safeguard that this should not reduce net profits below 75 per cent of the reference level. While the report's figures for gross profit margins in the second quarter of 1974 cannot yet reflect the full effect of these cuts gross margins had on average fallen to 89 per cent of reference levels. Net profit margins had fallen even more steeply. The causes of this sharp decline – which seems to have taken net margins on average below the 75 per cent safeguard figure – should become more apparent as returns for subsequent periods become available.

**Category III companies – inspections.** Category III enterprises are required to keep records available for inspection by the regional offices of the Commission. During the period the regional offices completed some 300 inspections and began 850 new ones. About 25 per cent of the enterprises inspected were found to have exceeded their reference levels. Where investigation was completed in the period, 46 price reductions to a value of £1.25 million were secured, making a total of 193 price reductions since inspections commenced.

**Investment cases.** During the period Stage 2 to end-August 1974 the Commission dealt with 39 applications submitted under the relevant paragraph of the Price Code which deals with investment (Paragraph 70 in Stage 3). The safeguarding of investment has been a basic principle of the Stage 2 and 3 Codes and the Commission has normally approved, where genuine new investment projects have been concerned, price increases which would make a reasonable contribution towards raising the necessary finance and could secure a reasonable return on the extra capital involved.

Postfax, an inter-city service for sending copies of documents over the telephone line from post offices has been launched. Alex Currall, managing director, posts, is seen sending out from London the first messages on the new Post Office service. Mr. Currall launched the service by sending greetings to the civic heads of the nine cities, besides London, linked by the service. The service is operating between principal city-centre post offices in Bristol, Belfast, Birmingham, Cardiff, Edinburgh, Glasgow, Leeds, Liverpool, Manchester and two offices in London – the chief office in King Edward Street in the City and the West Central Office in High Holborn. Postfax will run on an experimental basis for 12 months during which time the Post Office will be assessing market potential and costs for a permanent and possibly enlarged operation.

Other sections of the report describe the price-monitoring and in-depth studies undertaken under the Fresh Food reference and the initial work on margins and discounts undertaken under the Reference on Motor Fuel. Appendices to the Report contain much statistical material on the work of the Commission and on movements in prices, costs and profits.

# 7.6 million overseas visitors came here in 1973, says British Tourist Authority

Last year an estimated 7,600,000 overseas visitors came to Britain – an increase of 6 per cent over 1972. Earnings from this traffic, including fares paid to British air and shipping lines, totalled £872 million, which was a rise of 21 per cent.

These facts are stated in the annual report of the British Tourist Authority, published on 30 October.

The report recalls that despite an unfavourable international atmosphere and uncertainty in Britain, the tourist trade and its associated organisations continued throughout the year a vigorous programme of investment, of improved training and the creation of new services and amenities. The completion of the Hotel Development Incentives Scheme provided ample first-class accommodation throughout the whole of Britain. The important conference trade did well. Transport development, especially car ferries, improved international access to Britain. Conservation interests – notably historic-house owners and those responsible for museums, industrial archaeology, sports and the arts – showed a lively interest in providing enjoyment for visitors from home and overseas. As a result, a vast range of attractions can now be provided all over Britain at reasonable prices, says the report.

Of the £872 million earned from tourism during the year, £680 million was spent within the country and a further £192 million was paid in fares to British carriers. The £872 million total tourist earnings represented an increase of 21 per cent over 1972.

The BTA report says that although the numbers of visitors from the United States showed a slight decrease – from 1,695,000 in 1972 to 1,576,000 in 1973 – the estimated revenue from this traffic increased to a record £208 million, of which £158 million was spent within the country and the remainder on fares paid to British air and shipping lines.

The reduction in the number of arrivals from the United States was offset by large increases in traffic from Europe and elsewhere in the world. Business traffic, including the important convention sector, prospered. Total arrivals of nationals of EEC countries (excluding the Irish Republic) increased by 14 per cent – from 2,785,000 in 1972 to 3,175,000. There was a 19 per cent rise in the number of visitors from non-EEC Western European countries, who numbered 835,000 in 1973. Similarly large rises were recorded from many other areas of the world.

One of the greatest increases, although starting from a small base, was the 38 per cent in traffic from Japan. The 183,000 Japanese who came to Britian accounted for nearly 3 per cent of total foreign arrivals in 1973.

Britain's earnings from tourism in 1973 amounted to 4.5 per cent of the nation's total exports, both visible and invisible. This means that nearly 5p in every pound earned overseas by Britain came through tourism, which also accounted for 11 per cent of all Britain's invisible exports.

In 1973 some 50 million holiday trips were taken by British residents. In the case of stays of four nights or more away from home the number is estimated at 40,500,000, or an increase of 3 million over 1972. In contrast, the number of holidays taken by the British overseas fell from 8,500,000 in 1972 to 8,250,000.

Total spending by the British on holidays away from home in Britain in 1973 is estimated to have been around £1,000 million. 'Too much should not be read into this.' warns the report. 'One more British holiday-


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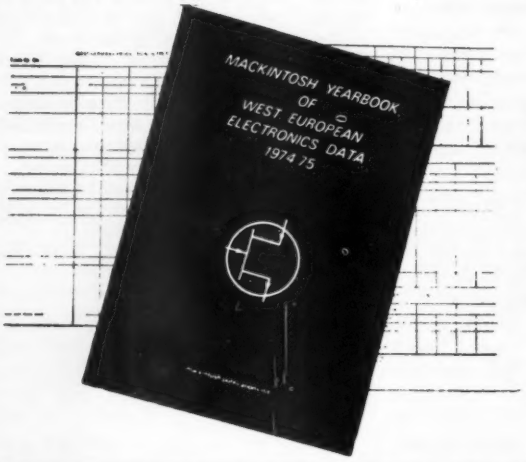
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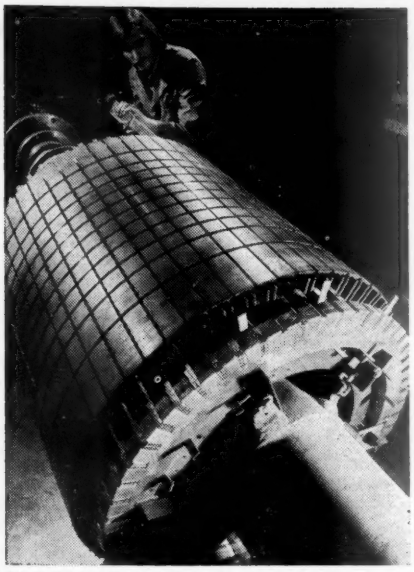


Main bars of this twin-cage rotor from an 8,000 h.p. 11 kV motor were fitted during a high-speed repair operation, by Deritend Electrical Services Ltd., Luton. The motor drives a gas compressor. The repair involved stripping the rotor, replacing and insulating the main bars, rewinding the rotor and insulating and refitting the idle bars.

maker at home does not necessarily compensate for one less American or European visitor. Spending patterns may be drastically different. The accommodation and facilities used by one may have little relation to the other. Numbers in themselves can be a misleading measurement when employed comparatively in international tourism.'

Looking at the future, the BTA report says a new world situation of vastly higher fuel prices, uncertainty in many economies and in prospects for international trade, fluctuating exchange rates and depressed stock markets make it difficult to be easily optimistic about Britain's immediate tourist prospects.

'The aim in 1974 is to attract 8 million visitors to Britain,' it says. 'In that event, internal expenditure should amount to about £850 million, with earnings by British carriers which could total about £200 million. Britain accordingly could earn some £1,000 million from tourism in 1974 for the first time in any one year.'

## Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her, not to refer the proposed merger between the Armitage Shanks Group Ltd. and Ladyship Industrial Holdings Ltd., to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

## Metrication Board appointments

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed three new members to the Metrication Board: Miss Freda College, Edwin Cust and Donald Dewar.

## Results of International Conference on Safety of Life at Sea

The 1974 International Conference on Safety of Life at Sea convened by the Inter-Governmental Maritime Consultative Organisation (IMCO) ended on 1 November.

The Conference was attended by delegations from 67 countries, with representatives from the International Labour Organisation and the International Telecommunication Union, and observers from nine non-governmental bodies with shipping and maritime interests. In all 345 delegates attended; their expertise covered the whole range of maritime activity: shipbuilding, ship operation, navigation, radio engineering, as well as international maritime law and all branches of maritime administration.

The Conference had before it and used as a basis for its discussions:

the International Convention for the Safety of Life at Sea, 1960;

amendments thereto adopted by the Assembly of the Organisation, pursuant to the Convention, in 1966, 1967, 1968, 1969, 1971 and 1973;

proposed amendments to certain Articles of the 1960 Convention, prepared by the Maritime Safety Committee of IMCO;

consequential and editorial amendments to certain Regulations;

proposals and comments on the Articles and Regulations submitted to the Conference by governments and organisations.

As a result of its deliberations, the Conference adopted the International Convention for the Safety of Life at Sea, 1974, which incorporates the amendments cited in the preceding paragraph; these include new regulations on fire protection for passenger ships and tankers and on the carriage of grain in bulk, a more speedy procedure for adopting future amendments and bringing them into force, which was one of the chief objectives of the Conference.

This Conference is the fourth of its kind in the past forty-five years. The earlier conferences – in 1929, 1948 and 1960 – were also held in London, and their main purpose was to revise and up-date the regulations on safety of life at sea in the light of progress in the shipping industry and other developments in the maritime field.

The Conference also adopted a number of resolutions, some of which are intended to provide the basis for future work by IMCO.

## Medical fitness of divers

All divers working on offshore projects will have to hold a certificate of fitness from a Government approved doctor from 1 January 1975, under new diving regulations which come into force then.

John Smith, Parliamentary Under-Secretary of State, Department of Energy, with special responsibilities for oil and gas activities, said on 1 November: 'It is imperative that all divers working on offshore oil and gas projects should be medically examined by a Government approved doctor over the next two months.

'Divers who do not have a certificate from a Government approved doctor on 1 January will not be allowed to dive.

'The Government is determined to protect and improve the safety and health of people working on the Continental Shelf, and the new regulations are a major step forward in carrying out this policy.'

Mr. Smith stressed the importance of firms employing divers on offshore work not waiting until the regulations come into operation before having their staff examined and certified. He also urged doctors to apply for registrations at an early date.

## Rail freight subsidies on domestic solid fuel to be continued

Increased British Rail freight charges will continue to be rebated and will therefore not affect the price of domestic solid fuel, Eric Varley, Secretary of State for Energy, confirmed in Parliament on 30 October.

The rebate, applied to increases introduced in June – and originally planned to continue until November – will be extended; and a further increase introduced in October will be included in the scheme.

Mr. Varley was answering a written question from Mr. F. R. White (Bury and Radcliffe, Lab.) who asked the Secretary of State whether he would make a further statement about the effect of rail freight charges on the prices of domestic solid fuels.

Mr. Varley replied: 'I told the House on 26 June that British Rail would be rebating until November the increase in freight rates that would otherwise have applied to domestic solid fuels with effect from 30 June 1974, and that I would be introducing a Supplementary Estimate to reimburse British Rail for the losses involved.

'This rebate scheme is to be extended beyond November and British Rail have also arranged to grant rebates in the same way in respect of the further increase in freight charges introduced on 6 October.

'The total losses as a result of the scheme incurred by BR, up to the end of this financial year, will be around £4.2 million and I shall be introducing a Supplementary Estimate to reimburse them. Any expenses before the Supplementary Estimate is approved will continue to be met from the Contingency Fund.'

Mr. Varley's statement confirms announcements made since Parliament rose for the Summer Recess, and fulfils pledges he made to inform Parliament at the earliest possible opportunity.

The cost of the original rebate from June-November was estimated at about £1.5 million. The extra cost of extending the arrangement beyond November was estimated to be of the order of £1.8 million for the remainder of this financial year. The further cost of incorporating the increase in rates from 6 October was an estimated £900,000 during this financial year.

# Technology News

## Greater emphasis on energy research – SRC annual report

Research into the better use of material and energy resources is a major theme of the ninth annual report* of the Science Research Council. While the Council has for many years supported research in fields such as electrical power generation, electrochemistry, thermo-economics, heat transfer and physico-chemical storage (through grants to the current value of about £3 million), the energy crisis has prompted it to re-examine this area of research.

An Energy Round Table is reviewing actively the whole field and has already published an interim report.

The Council, in conjunction with the Department of the Environment, is supporting research at Cambridge into autonomous, domestic service systems using minimum inputs of capital energy. The aim of the programme is to produce a design guide for domestic solar heating, wind energy utilisation, water collection and recycling and waste management equipment integrated into the dwelling fabric.

On a longer-term basis the Council says: 'It is now possible to define areas where speculative research, which is now being supported essentially for its own intrinsic interest, seems likely to lead to discoveries and understanding which will improve the production and conservation of energy.' The Council considers at present that the most promising long-term source of energy lies in nuclear power, 'first through fission reactions and then possibly through fusion processes whose long-term potential seems much greater. Fusion induced by high-powered pulses is a real possibility. Further general exploration of plasma and laser physics in which British university workers have already made distinguished contributions can be expected to produce valuable, practical results.' The Council is considering with the Atomic Energy Authority whether a central high-power laser facility should be provided for joint use by university and Government research workers, and, if so, how.

The Council considers that at the other end of the energy density range, the use of solar energy and biological techniques are, for some applications, important alternatives to nuclear power and fossil fuels.

In 1973/74, the Council's gross expenditure was £73,839 million. Changes in European parities greatly increased expenditure in terms of sterling by the Boards who fund international facilities, without any corresponding increase in research capacity. The proportion of the Council's funds spent on CERN, for example, rose from 15 per cent in 1972-73 to 18 per cent in 1973-74. In the year under review the Council awarded 1,660 research grants to a value of £19.1 million (48 per cent of the total amount applied for), compared with 1,786 of £18.9 million (47 per cent of the total amount applied for) in the previous year. The number of grant applications was about 12 per cent less than in 1972-73 but the Council was still unable to support all the proposals which on scientific grounds it considered should be supported.

As a result of the December 1973 Government emergency cuts in public expenditure planned for 1974-75, the Council's funds for the coming year will be, in real terms, about 2 per cent less than those for 1973-74 instead of planned growth of 1½ per cent. The cuts will inevitably reduce the total support available for basic research but at least the current level of direct research grant support to universities should be maintained in 1974-75.' The Council also intends to offer the same number of postgraduate studentships as in 1973.

The report lists a number of major schemes which it has accepted by the end of 1973 as being of great importance and comments that, 'if it were possible for the SRC to finance all these schemes, it would do no more than preserve the UK's present relative position internationally'. In 1974, in fact, decisions have been taken on three of the schemes listed. The Council confirmed its approval of the Nuclear Structure Facility at Daresbury on receipt of planning permission following a public inquiry; approved the construction of a 3.8 mm. infra-red flux collector at Hawaii at an estimated capital cost of £1.2 million and reluctantly decided that it could not afford to finance the construction of the mark 5A radio telescope at Meifod.

The Council has put in hand a study of savings which it might be possible to make by regrouping the activities of the Atlas, Daresbury and Rutherford Laboratories. The scientific communities affected by the proposals have been consulted and their views, like those of SRC staff, will be taken into account in working out the future regrouping of activities in the light of the funds allocated to the SRC.

* Report of the Science Research Council for the year 1973/74 (to 31 March) published for SRC and HMSO (price 73p net).

## Government sets up UK Waste Materials Exchange

A United Kingdom Waste Materials Exchange is to be established by the Department of Industry. It will be operated initially for two years by the Warren Spring Laboratory at Stevenage and will be free to participants.

The exchange will be concerned with waste materials originating from manufacturing processes in general but excluding wastes from domestic sources and those scrap metals, second-hand equipment and other materials for which adequate commercial markets already exist and which could, for example, be referred to the National Industrial Materials Recovery Association.

The exchange, which has been set up following representations by a group of industrial environmental specialists on behalf of United Kingdom chemical companies, should make a marked contribution to the conservation of resources and the prevention of pollution. It should also help to reduce the costs of achieving acceptable disposal under the provisions of the Deposit of Poisonous Waste Act 1972 and the Control of Pollution Act 1974.

Commercial confidentiality will be maintained throughout the operation of the exchange. A registry will be kept of the notification of waste and of materials required and a quarterly bulletin issued listing materials. Forms for notifying waste arisings and requirements will be included with each copy. Inquiries for a particular material will then be forwarded on a confidential basis to the company originating the waste so that they can make their own commercial arrangements for disposing of it. Firms disposing of material with the help of the exchange will be asked to inform the registry.

Direct invitations to participate are being sent to 25,000-30,000 organisations to assist with compiling an initial list of people wishing to receive the bulletin and to contribute materials for inclusion. The head offices of large organisations are being asked to ensure that their individual production units are made aware of the new service. After this initial approach firms that have not been contacted directly and who wish to participate will be asked to contact the exchange.

## Can you beat it?

The shock-detecting egg, developed by the Government-backed Poultry Research Centre in Edinburgh, Scotland. Several million pounds are lost each year because of the number of eggs cracked in the marketing process. The man-made 'egg' comprises a transparent Perspex shell containing an electro-mechanical mechanism which lights up with a red glow on sustaining a shock that would crack a real egg. It can be inserted into the production line.

## Major conference on computer management

The Data Processing Management Association and the National Computing Centre Ltd. are jointly staging a major three-day conference on computer management intended to serve as an in-depth examination of the role and effectiveness of management techniques in data processing.

Styled as 'Computer Management '74', the event will be held at the Regent Centre Hotel, Carburton Street, London W1, from 27-29 November 1974. Data processing managers from various international organisations will address the conference.

On each of the three days the conference will open with a plenary lecture, and delegates will then have a choice of attending one of two parallel sessions on either development or production aspects.

The conference has been arranged to coincide with the annual Computer Peripheral, Small Computer and Systems Exhibition so that delegates will also be able to attend this event. Immediately prior to the conference, on 26 November, a dinner will be given preceded by cocktails to which a guest speaker has been invited. To encourage wives to accompany delegates, a special ladies' programme has been arranged.

The cost of attendance is £145 inclusive of conference literature, accommodation and participation in the social programme. Members of the DPMA and employees of NCC member organisations are entitled to a £55 discount. The registration charge for delegates' wives is £40. All conference charges are subject to VAT.

Further information: Mr. H. J. Madoc Jones, National Computing Centre Ltd., Quay House, Quay Street, Manchester M3 3HU (tel. 061-832 9731).

## British Gas data book

The British Gas Corporation has published volume one of the *British Gas Data Book*.

This is the first of two volumes containing working data and technical information produced for British Gas by its London Research Station. It covers gas properties of interest to those concerned with the treatment, transmission, distribution and storage of natural gas, and includes over 250 pages of tables, graphs and other detailed information.

The topics dealt with include: the quality of natural gases and substitute natural gases (SNG); compressibility factors of natural gases, methane and nitrogen; thermodynamic properties of natural gas; natural gas/water and condensate systems; the properties and storage of liquefied natural gas; physical properties of pure substances; transport properties and units and conversion factors.

Volume two, which is in preparation, will contain process and product data for SNG. The price of volume one is £25. Orders and inquiries: The Manager, Information Services, British Gas Corporation, Research and Development Division, London Research Station, Michael Road, London SW6 2AD.

# An aid to materials selection

A new information system for the selection and specification of engineering materials has been introduced by the Fulmer Research Institute in the form of a four-volume publication. Named the *Fulmer Materials Optimizer*, the work consists of more than 600 loose-leaf pages – contained within plastic-covered ring binders – on performance and costs of commercially-available metals, plastics, ceramics and related component manufacturing processes, plus an objective method of selecting the optimum material for a given application. There is also a continuing updating service.

From conception, the work has been about three years in preparation, and 25 materials specialists at Fulmer, working in co-operation with the materials supply and processing industries, have been engaged in its production. In all, there are about 75,000 materials citations, although some of the materials are mentioned more than once.

The *Optimizer* is for the use of the designer, production engineer, purchasing manager or anyone whose job it is to obtain maximum value from engineering materials. It enables a designer, in these days of increasing specialisation in materials, to select the best material, from both cost and performance considerations, at the very outset.

The system has been designed to enable a rapid comparison of materials which, after appropriate processing, can compete for the same application. The presentation of most of the data is in tabular or graphical form and is arranged in a progression of increasing detail. The user is able to review the possible alternatives and quickly proceed to the relevant information without wasting time on unsuitable materials and manufacturing processes.

Together with the updating service, the *Optimizer* will provide: a complete review of costs of materials at least twice a year; information on new materials and processes set in context with those currently available; case histories of new applications of existing materials, and refinement of the data in the current edition of the *Optimizer*.

More than 130 copies of the *Optimizer* were sold before the official publication date and 40 of these went to overseas countries, including Japan, Sweden, Norway, Denmark, the USA, the Federal and Democratic Republics of Germany, France, Australia and South Africa.

The cost of the *Optimizer* is £200. Until 31 January 1975 the updating service will be provided free of charge to purchasers, but after that date an annual subscription of £70 will be levied. Copies of the *Optimizer* can be examined at the Fulmer Research Institute or at its regional offices in Bristol and Sheffield.

Further details: Dr. N. A. Waterman, Editor and Project Manager – 'Fulmer Materials Optimizer', Fulmer Research Institute Ltd., Stoke Poges, Slough, Bucks. SL2 4QD (tel. Fulmer 2181).

## DOE register of research

The Department of the Environment has set up a new data bank of recently-completed and on-going UK research projects in subjects relating to the Department's interests, together with a free inquiry service giving access to the information.

The Register – covering construction, planning, pollution, environment, resources, transport and roads – has been established by co-ordinating and expanding several surveys.

Data on the Register for each project gives details of where the research is being done, the title and a short description, names of the research workers, sponsorship and finance, the start and expected completion dates, and a list of any publications arising from the research.

The Register operates from three centres, each responsible for specific subject areas as follows:

*For building and construction research* – Library (RR), Building Research Establishment, Garston, Watford, Herts. WD2 7JR (tel. Garston (Herts) 74040, ext. 442; telex 923229).

*For planning, pollution, environment and resources research* – DOE Library (Research) P3/173, 2 Marsham Street, London SW1P 3EB (tel. 01-212 4328; telex 22801).

*For transportation and road research* – Technical Information and Library Services, Transport and Road Research Laboratory, Crowthorne, Berks, RG11 6AU (tel. Crowthorne 3131; telex 848272).

The Register will also handle inquiries cutting across subject areas.

A print-out entitled 'DOE Register of Research 1974' of the projects held on the Register in the first half of 1974 may be obtained free of charge from the appropriate centre in the fields of construction (Part I – available in December 1974) and environmental planning (Part II – available now). For 1975 additional parts are planned including Part III on transport and Part IV on environmental pollution.

The DOE Register of Research replaces a number of regular, priced publications, such as the *Survey of Research and Development for the Construction Industry* (last published by HMSO in 1972) and the *Register of Planning Research*, produced by the Royal Town Planning Institute.

## A new deputy director for NPL

The Department of Industry has appointed 41-year-old Dr. Paul Dean, a deputy director at its National Physical Laboratory, Teddington. He takes up his new post on 1 December 1974.

Since September 1969 Dr. Dean has been superintendent of the Quantum Metrology Division at the laboratory. He joined NPL in 1957 in the theoretical physics section of the Mathematics Division. He was later head of the Central Computer Unit until he moved to the Quantum Metrology Division.

# Wider benefits from mines safety research

## Anti-slip boots for all surfaces

Among the down-to-earth developments at the Safety in Mines Research Establishment are anti-slip boots with tungsten carbide tipped studs.

Statistics show that a fifth of the underground accidents for which industrial injury benefit is paid are in the "stumbling, falling or slipping" category, and on the surface of collieries this rises to as much as a third.

In work to reduce the numbers of these accidents, SMRE tested the grips that boots give on different surfaces. A boot was placed on a horizontal piece of the floor material under test and loaded with a constant vertical force representing a man's weight. A steadily increasing horizontal force was applied to the boot through a spring balance, and a reading taken when the boot just slipped. This gave a measure of the boot's grip on the test surface.

Results show that boots with rubber or composition soles give a very good grip on clean, dry surfaces such as steel, concrete or PVC conveyor belting, but the grip is very much reduced if the surfaces are smeared with mud or grease. The results also show that boots with hobnailed leather soles are not so much affected by mud and grease but their grip on clean and dry surfaces is much lower.

To improve overall anti-slip performance of boots SMRE have fitted the soles and heels with tungsten carbide tipped studs like those used in tyres for motoring on ice. The studs have a steel body with flanges to secure them in the boot and a tungsten carbide insert protruding from the steel body to make contact with the ground. The part in contact with the ground is considerably smaller and harder than a conventional hobnail. Relatively few are used so that the weight is carried on a small area and the studs are able to 'bite' through the slippery layer into the underlying surface.

Test have confirmed that the grip of boots fitted with tungsten carbide studs is hardly affected by muddy or greasy layers and that the grip, though not so good as that of rubber-soled boots on a clean dry surface, is consistently better than conventional hobnailed boots.

The boots have been subjected to wearing trials in coal mines, and anti-slip studded boots are now being manufactured by the CWS Footwear factory at Heckmondwike in Yorkshire.

## Machine for collecting accident data

Although serious accidents in coal mining are given a thorough investigation, more information is also needed about the much more frequent accidents that do not result in serious injury. One of the problems is that detailed investigation is very time-consuming for safety staff.

SMRE has approached this problem by developing a machine designed to 'interview' the injured person, preferably immediately after he has been treated at the medical centre when the details of his accident will be fresh in his mind.

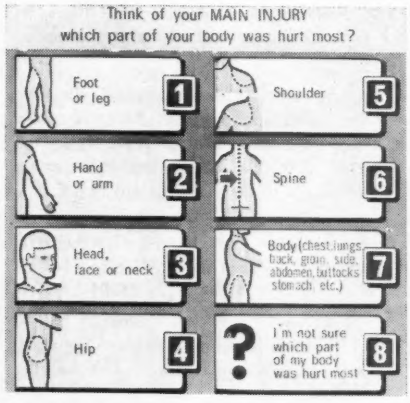
The machine poses questions on a screen; the questions are made easier to understand by the use of colour and, wherever possible, simple pictures.

After reading a question, the injured person records his answer by pressing a button. His response determines the next line of inquiry, so that irrelevant issues are by-passed.

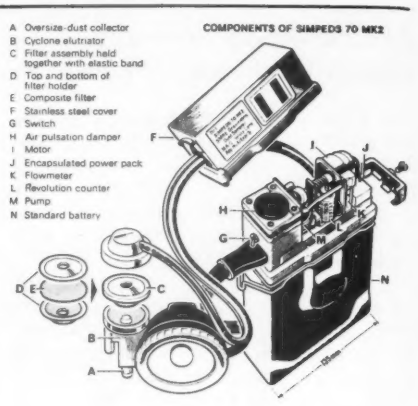
The answers are automatically recorded and stored in a simple cassette-type tape recorder. There is also an arrangement in the machine whereby the man can switch on a microphone and record a few answers verbally. A unit has been built which automatically transfers the recorded information from the tape cassette on to punched paper tape which can be fed to a computer for analysis.

The machines are now being manufactured commercially, by Scientific Systems Ltd. at Yate, Bristol and should provide a useful means of collecting accident information in many industrial situations.

The accident-questionnaire machine in use.




Example of how the questions are presented.




## Sampling airborne dust

When a man breathes dusty air most of the larger particles are stopped by the nose or mouth or are deposited in the tubes leading to the lungs, and are eventually spat out or swallowed. A small proportion of this dust, however, made up of particles so fine as to be invisible to the human eye, may settle in the lungs. Soluble particles, of limestone for instance, may disappear, but insoluble particles of coal or rock can accumulate over the years and may impair the working of the lungs. This condition is called pneumoconiosis.

Airborne dust particles in the size range that can cause this damage are known as 'respirable' dust and clearly it is important to be able to determine their concentration. The standard practice is to measure the average concentration in certain parts of a mine. Sometimes, however, especially for research purposes, it is necessary to know the concentration of dust to which a particular individual is exposed and SMRE has developed SIMPEDS, an instrument for measuring respirable dust which is small enough to be carried by the individual miner.

The instrument is in two parts connected by a length of tube: a cyclone elutriator/filter unit which can be attached to the cap-lamp so that it virtually samples the air a man is breathing; the other is a motorised pump unit mounted inside a stainless steel cover on top of the miner's cap-lamp battery, which supplies the necessary operating current. Dusty air is sucked into the instrument through a cyclone/elutriator where the oversize dust is removed. The air stream then passes through a filter on which the respirable airborne dust is deposited. The respirable dust is later weighed in the laboratory thus giving a measure of the exposure of the individual man.

The instrument is now being manufactured by C. F. Casella & Co. Ltd. of London.

# Parliament

## Wednesday, 30 October

**International Energy Programme**

*Mr. James Sillars (South Ayrshire) asked the Secretary of State for Energy for a statement about the international energy programme.*

Mr. Varley replied: 'Over several months, Her Majesty's Government have been participating in discussions in the Energy Co-ordinating Group, set up at the Washington Energy Conference, which have now resulted in an Agreement for an International Energy Programme. The Government, along with the Governments of Belgium, Denmark, the Federal Republic of Germany, the Republic of Ireland, Italy, Japan, Luxembourg, the Netherlands and the United States of America, have now notified their approval of the Agreement, which will shortly be signed and put into provisional operation from 18 November, to the extent that it is not inconsistent with the legislation of the participating countries. At least one other Government which took part in the discussions leading to this Agreement is expected to notify its approval very soon. Signatory States have until 1 May 1975 to signify their definitive consent to be bound by the Agreement; this will give time for Parliament to consider it. I will arrange for the text to be deposited in the Library. The Agreement will run for ten years, but will be subject to a general review after five years. There is provision for any participant to withdraw from the scheme, on 12 months notice, after it has been in operation for three years.

'Successive British Governments have strongly supported the concept of international co-operation to deal with world energy problems, because it is clear that these can only be effectively tackled on a multinational basis. This is no less true for us in this country than it is for our partners, even though we hope to be self-sufficient in oil supply by 1980.

'The International Energy Programme aims to reduce dependence on imported supplies of oil. Traditional oil producers have themselves repeatedly expressed their own interest in seeing the world conserve energy and develop alternative sources.

'In the discussions which led up to the Agreement, the importance of promoting harmonious relations between the oil consuming and oil producing countries was constantly emphasised. Accordingly, the Agreement provides for a Standing Group on relations with producer countries and other consumer countries to be set up, which will be charged with keeping under continuous review all political and economic developments in the energy field, with a view to identifying opportunities for a purposeful dialogue as well as other forms of co-operation.

'The programme is to be administered by an international energy agency which, subject to the agreement of the Council of the Organisation for Economic Co-operation and Development, would be established within that organisation. It will be open to other OECD countries to apply to join the scheme later if they wish.

'The programme's most important features include a scheme for sharing oil in an emergency; co-ordinated efforts at energy conservation; longer term co-operation on matters such as research and development related to alternative supplies; and arrangements for monitoring the international oil market.

'The immediate practical part of the Agreement is the oil sharing scheme. This (subject to the agreement of a majority of the participating states voting under the arrangements defined in the Agreement) will be activated when supplies of oil to any participating country or to all the participating countries, are reduced by a given proportion. If the oil emergency arrangements are activated they will involve sharing a defined proportion of the available oil, both domestic and imported, not exceeding 10 per cent in normal circumstances. This would be combined with measures of demand restraint and use of oil stocks on an agreed basis.

'Arrangements for dealing with a major shortage of oil supplies in an orderly way, by sharing available oil on an equitable basis in times of crisis and avoiding intense competition for supplies, are in the interests of all countries. The arrangements proposed envisage a minimum of economic sacrifice on the part of all participants and provide them with equal ability to withstand the effect of major shortages for a very long period.'

### Ministers at the Department of Industry

**Secretary of State for Industry:** Anthony Wedgwood Benn
**Ministers of State:** Eric Heffer
Lord Beswick
**Parliamentary Under-Secretaries of State:** Gregor MacKenzie
Michael Meacher

### Ministers at the Department of Trade

**Secretary of State for Trade:** Peter Shore
**Parliamentary Under-Secretaries of State:** Eric Deakins
Stanley Clinton Davis

### Ministers at the Department of Prices and Consumer Protection

**Secretary of State for Prices and Consumer Protection:** Shirley Williams
**Minister of State:** Alan Williams
**Parliamentary Under-Secretary of State:** Robert Maclennan

## Friday, 1 November

**Imports of timber**

*Mr. Geraint Morgan (Denbigh) wanted to know the approximate quantity and the approximate cost of timber imports into the United Kingdom during the financial year 1972-73, the financial year 1973-74 and during the first six months of the current financial year.*

Mr. Deakins gave the following information:

| | Million cubic metres | £ million cif |
|---|---|---|
| April 1972 – March 1973 | 10.2 | 281 |
| April 1973 – March 1974 | 11.7 | 518 |
| April 1974 – September 1974 | 5.4 | 328 |


**Catalogues of Government Publications**

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

**A service by the Department of Industry**

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Or maybe you own a factory and want to put up an advertising sign, but don't know where to apply for planning permission.

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Names of people who can give you advice or information on finance, metrication, industrial relations, technological advances, exporting, diversification, planning, rent, starting a business, industrial design, recruitment, training and hundreds of other business problems.

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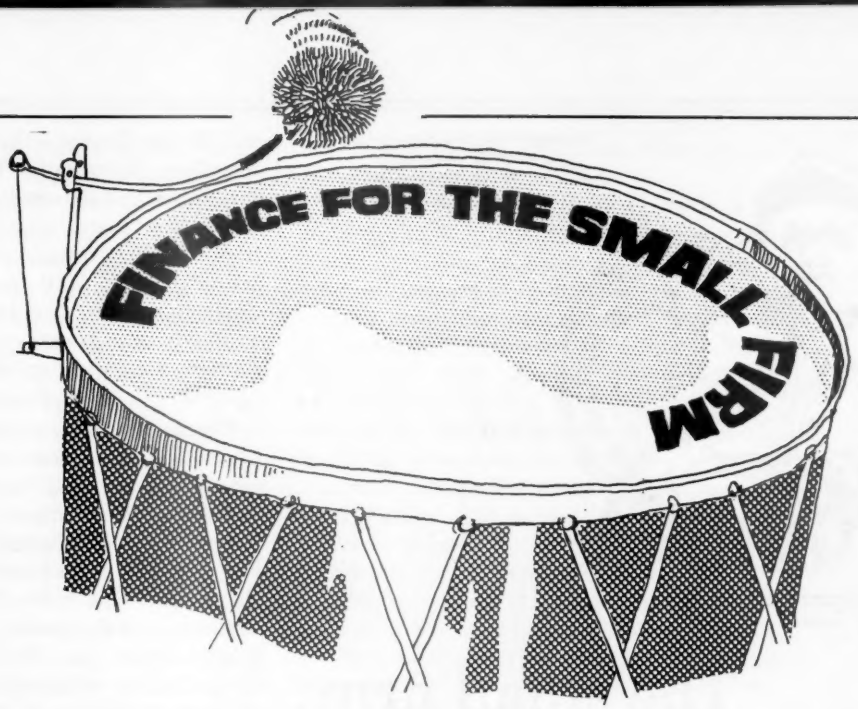
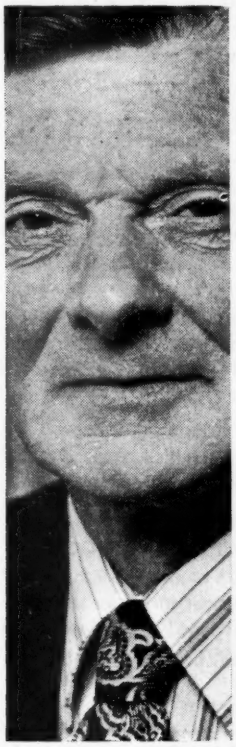
| Bristol | 294546 | South West | 9910 | 449650 |
| Cardiff | 396116 | Wales | 1208 | 497515 |
| Glasgow | 041-248 6014 | Scotland | 846 | 779334 |
| Leeds | 445151 | Yorks/Humberside | 5361 | 557687 |
| London | 01-828 2384 | London & South East | 2079 | 917920 |
| Luton | 29215 | Eastern | 372 | 826115 |
| Manchester | 061-832 5282 | North Western | 6005 | 667952 |
| Newcastle | 25353 | Northern | 529 | 537429 |
| Nottingham | 49791 | East Midlands | 4062 | 377313 |

**We'll tell you where to get the help you need**




## The small firm: finance for profit

Ray Parr, manager of the Nottingham Small Firms Information Centre, introduces our 'Finance for the Small Firm' feature with a description of the wide variety of services and information available from the ten centres throughout the country. The numbers of inquiries of a financial nature have steadily increased. Page 268.



## Presenting a case for finance to a bank

Michael Clipsham is head of the Midland Bank's Finance Management Service, His observations make interesting reading for organisations which, according to the Report of the Inquiry on Small Firms, 'failed to make out a good enough case to the supplying institution approached.' Page 272.

## The range of finance for the small firm

A. R. P. Carden is head of the Corporate Business Development Department at Barclays Bank. He underlines the need for sound financial planning and encourages the use of professional advisers, including, of course, Barclays' own Business Advisory Service, aimed particularly at the small firm. Page 276.

## Planning a technology based company

Peter Folkman is controller of Technical Development Capital Ltd., part of ICFC. He is ideally placed to advise on 'Planning a Technology Based Company' and he advocates the assessment of new projects by examining the market, its profitability and the management staff involved. Page 280.

## Thought about venture capital?

Jack Laybourne is managing director of Small Business Capital Fund Ltd. In our final article on page 284 he asks 'Thought about Venture Capital?' and explains how his and similar organisations can fill the middle ground between the interests of the local bank manager and the big merchant banks. Page 284.

'management and day-to-day operation is undertaken . . . by the proprietor single-handedly'

# The small firm: finance for profit

## by Ray Parr

Since the Nottingham Small Firms Information Centre moved into its purpose-built premises shortly after Easter, the number of inquiries has more than doubled, and the trend remains steadily upward. These have covered a kaleidoscopic range of problems from individuals starting-up in business to an urgent request from an exporter with a container of highly perishable foodstuffs, which had been mislaid at the docks. Quite apart from helping with this type of problem, the Centre – despite the qualifying term in its title — has been able to fulfil its function of acting as a signpost to sources of help and advice to over 4,000 inquirers so far this year; irrespective of their size or their sphere of activity.

The establishment of the Centre, one of ten throughout the country, is the result of the recommendations of the Bolton Report on the problems afflicting small firms and businesses, which total some 1¼ million and employ over 7 million people, or about 30 per cent of the country's labour force. More importantly, it was estimated that they contribute over 20 per cent to the gross national product and represent an important, if often disregarded, section of the economic community.

In the East Midlands, comprising the counties of Leicestershire, Northamptonshire, Nottinghamshire and parts of Derbyshire and Lincolnshire — indeed the area covered by the Nottingham Centre – it is estimated that 87 per cent of all manufacturing establishments are small by the definition adopted by the Bolton Report – that they each employ less than 200 people. Together with small businesses and self-employed people in other forms of economic activity (such as retailing and wholesale distribution, contracting and housebuilding, road transport, garages, independent hotels and boarding houses) it is probably true to say that the Nottingham Centre has a potential clientele of over 100,000.

Despite the wide variation in the type of operation conducted by this large number of small firms and businesses in the East Midlands region they share one unifying feature that distinguishes them from the large public company employing many thousands. This is the fact that their management and day-to-day operation is undertaken either by the proprietor single-handedly – or with a strictly limited number of partners. Of course this feature accounts for the small firm's greatest strengths: its ability to react speedily and flexibly to changing market conditions; its ability to take crucial decisions with the minimum of delay and to engender a family-type atmosphere with a close rapport with its employees. But it must be recognised — and this provides the *raison d'être* for the establishment of the Small Firms Information Centres – that very often the corollary is that many over-worked proprietors of small businesses are not fully aware of the many sources of help and advice that could be utilised by them if only they knew of their existence and the full range of the facilities they provide. The problem of taking difficult decisions in conditions of uncertainty as to the full range of the available options is one of the most crucial facing the small firm in present day conditions when economic pressures from both at home and abroad are mounting perceptibly.

This is particularly true in the field of finance, where the small firm is often at a disadvantage *vis-a-vis* the larger company and is often unaware of the many alternative methods that could be utilised both to conserve a small firm's existing stock of capital and to obtain further credit to finance expansion. In a special study 'Financial Facilities for Small Firms', commissioned by the Bolton Committee (Research Report No 4) one of the most relevant passages is the following:

'We make a number of suggestions for improvement. The most important is that a central agency should be set up to help in the financial education of managers of small firms and in the dissemination of information about sources of finance'.

In the Nottingham Centre we have noted that the number of financial type inquiries reaching us has steadily increased in recent months both in absolute and relative terms. With support from Small Firms Division in Department of Industry we were pleased to take the initiative in organising an exhibition with the title 'Finance for Smaller Business' in conjunction with the clearing banks and other financial institutions, As our premises are highly suitable for a function of this kind we were able to issue invitations to participate to a very wide range of bodies who, we thought, were well placed to provide the type of information that proprietors of small firms would find of interest and benefit. In the result, some 20 exhibitors will be providing displays and, in many instances, representatives will be in attendance to provide advice as may be required, for which confidential interviewing facilities will be available. We conceive the exhibition, which initially is aimed at the Derby-Nottingham area (although visitors from elsewhere in the Region will be equally welcome), as a finance workshop. Any proprietor of a small firm with a financial problem will be able to look at the various displays, obtain literature and discuss the matter with experts and thus, be better informed about the various alternatives (ie, block discounting, factoring, leasing etc) that may have application to his particular case. The exhibition will be supplemented by a series of evening talks and seminars with the theme 'Finance for Profit' and details of the full programme and the speakers are printed on page 270 of this issue. Because accommodation is limited, early application to the Centre (telephone Nottingham 49792) for tickets is advised.

Although the exhibition is something of an event in the Nottingham SFIC calendar, the point needs to be made that access to financial expertise, or indeed help on any business problem, can always be obtained by contacting the centre. It is not without significance that during the period of exhibition the Lincoln Productivity Association will be holding a seminar on 'Purchasing for Profit' to be followed in the next week by a further whole day event on 'Accounting for Inflation' and further dates are under active consideration. Attention must also be drawn to the Centre's own series of free booklets several of which are concerned with finance, ie 'Raising Finance', 'Raising Finance for New Enterprises' and 'Aids to Financial Management'. We anticipate that the exhibition will accelerate the contacts the Centre is steadily developing with local and national sources and will also enable the Centre to increase its already significant bank of reference sources for the benefit of small firms throughout the Region.

Should inquirers prefer, they can telephone questions on the final evening of the exhibition, Friday 15 November between 8 and 8.30 pm, when they will be answered by a panel of experts at the final seminar. This can be done at our expense by asking for Freefone 4062 and the telephone number of the Centre, Nottingham 49791. Although the exhibition will then be dispersed it may be worth reiterating the message it seeks to get across: that help and advice is always available to smaller firms through the Small Firms Information Centres.

**Exhibitors at the 'Finance for Smaller Business' Exhibition**

Alex Lawrie Factors Ltd., PO Box 12, Banbury, Oxon.
Barclays Bank Ltd., 54 Lombard Street, London EC3 3AH
Central Statistical Office
Council for Small Industries in Rural Areas
Department of Industry
Derbyshire County Council (Economic Development Unit), Matlock, Derbyshire
Distributive Industry Training Board
H. and H. Factors Ltd., 51 Newhall Street, Birmingham B3 3RJ
Hartland Mortgage and Insurance Brokers Ltd., 200 Mansfield Road, Nottingham
Hotel and Catering Industry Training Board
ICFC Ltd., Newlands House, Maid Marian Way, Nottingham
Institute of Credit Management
Lloyds Bank Ltd., PO Box 215, 71 Lombard Street, London EC3P 3B5
Mercantile Credit Finance Ltd., Compass House, The Ropewalk, Nottingham
Midland Bank Ltd., Poultry, London EC2
M. J. H. Nightingale Ltd., 62/63 Threadneedle Street, London EC2 R8HP
Nottinghamshire County Council, Planning Department, West Bridgford, Notts.
St. Margaret's Trust Ltd., 18 College Street, Nottingham
Small Business Capital Fund Ltd., 88 Baker Street, London WIM 1DC
United Dominions Trust Ltd.
Williams and Glyn's Bank Ltd., 5/10 Great Tower Street, London EC3R 5DN

# Finance for profit

A programme of talks and seminars on aspects of financial problems as they concern the smaller business:

| | |
|---|---|
| **Tuesday, 12 November** | **Liquidity and the smaller business** |
| Chairman: | Mr. R. C. McVickers Director (Industry) Department of Industry, East Midlands Regional Office |
| Finance: the current situation | Mr. J. P. M. Kavanagh, Lloyds Bank, Derby |
| Cash flow management | Mr. Alan Randle, Financial Services Adviser, Midland Bank, Leeds |
| Credit and the small firm | Mr. E. Hadida, Institute of Credit Management |
| **Wednesday, 13 November** | **Finance for expansion** |
| Chairman: | Mr. N. Lott, Director (Development) Department of Industry, East Midlands Regional Office |
| Finance for expansion | Mr. W. A. Gale, Senior Organiser for Leicestershire Council for Small Industries in Rural Areas |
| Capital for growth | Mr. Roger Lawson, Manager, Nottingham Branch Industrial and Commercial Finance Corporation |
| Finance for expansion: the alternatives | Mr. C. H. N. Moy, Associate, M. J. H. Nightingale Ltd., 62/63 Threadneedle Street, London EC1 |
| **Thursday, 14 November** | **Finance and the service sector** |
| Chairman: | Mr. N. J. Camamile, BA, FCA, Vice President, Nottingham and District Society of Chartered Accountants |
| Raising capital for retail distribution | Mr. R. E. Pynegar, Hartland Mortgage and Insurance Brokers, Nottingham |
| Efficient retailing | Mr. Alan Brotherton and Mr. David St. Clair, Distributive Industry Training Board |
| Financial control | Mr. Tony Kitson, Senior Training Adviser, Hotel and Catering Industry Training Board |
| **Friday, 15 November** | **Financial facilities** |
| Chairman: | Mr. R. C. McVickers, Director (Industry), Department of Industry, East Midlands Regional Office |
| Financial facilities and the smaller firm | Mr. D. S. Watkins, Research Fellow, Manchester Business School |
| Open Forum | Panel Members: |
| | Mr. A. P. Dunn, Williams and Glyn's Bank, Sheffield |
| | Mr. D. W. Faulks, Investment and Finance Consultants, Leicester |
| | Mr. J. B. Goodlad, MSC, University of Technology, Loughborough |
| | Mr. I. S. C. Linney, Joint Managing Director, W. J. Linney and Co., Mansfield |
| | Mr. John Markes, Director, H. and H. Factors Ltd., Birmingham |
| | Mr. W. H. Morris, Barclays Bank Business Advisory Service |

The talks will begin at 7 o'clock each evening and there will be ample opportunity for the audience to ask questions of the speakers.

Applications for tickets to the talks (admission free) should be made to the Small Firms Information Centre, Nottingham (0602) 49792

**Small Firms Information Centre, 48/50 Maid Marian Way, Nottingham NG1 6GF**

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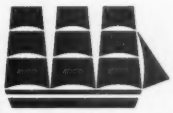

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# Presenting a case for finance to a bank

by Michael Clipsham

Research Report No. 5, Committee of Inquiry on Small Firms, explained that in most cases . . . which they considered unfortunate not to have obtained finance the reason was that . . . they failed to make out a good enough case to the supplying institution approached. This article aims to give guidance on matters upon which financing institutions will wish to deliberate and be informed in reaching decisions to provide assistance.

For some decades embryo bankers have learnt to assess proposals memorising PARSER. Purpose, amount, repayment, security, expediency and rate, ie cost. While this forms a useful skeleton upon which to hang elements of financial proposals, it remains a little inadequate in current economic and financial circumstances.

These climates affect all enterprises and imbue caution. Increasing numbers of business failures, appeals for Government assistance, disasters emanating from using short term funds to finance long term needs, realisations that profitable businesses may be illiquid; that improving productivity not always enhances profitability; that gearing may prove troublesome; coupled with severe inflation, mean that those without reasoned cases will fail in their search for funds. Too few understand that 20 per cent inflation per annum means businesses will require 20 per cent more funds this time next year solely to stand still!

Seekers after finance should be aware both of the constraints affecting them and those under which banks operate together with the criteria applicable to various types and sources of finance. Many are available from within major clearing bank groupings. Their utilisation, with attendant depths of knowledge, and relative ease of solving security sharing problems, is often beneficial. Banks are inhibited by special deposits, the 'corset' of growth in interest bearing eligible liabilities, and the need to keep capital resources in line with assets employed. Realisation of such problems can assist in laying the foundations of a successful application.

Constraints on small firms profitability appear more numerous. High tax rates, the acceleration of ACT payments and severe inflation mitigate against retention of profits for reinvestment. Squeezed by larger suppliers and customers alike over terms of trade, the impact of credit restrictions hit the smaller harder than the larger firm. Price and profit controls reduce industrial liquidity and profitability, as do rises in material costs, in salaries and wages and National Insurance. The Price and Pay Code allows half an increased labour cost to be passed on in higher prices with a minimum three months between increases. Unit costs rise sharply and are exacerbated by high interest rates during stock build up following the three-day week. Inflation distorts financial positions through stock appreciation, and insufficient depreciation allowances, which both profit controls and corporation tax ignore.

Many institutions dislike amounts below £50,000 medium term and fast growing firms are seldom sufficiently creditworthy. Often, lacking managerial and financial sophistication, they do not appreciate that excessive short term borrowings create a real danger of failure. The business is left without reserves of borrowing power in emergency and loans may not be renewed in times of financial stringency. This means that, for survival, appropriate sources of funds should be used for proper purposes.

Midland Bank family provides financial and non-financial services. To name a few: overdrafts, term loans, hire purchase, block discounting, leasing, factoring, export finance, eurocurrency, development capital, and merchant banking activities; trusteeship, registrar functions, trade development, insurance and computer services. Hence, the first approach for advice and assistance should be to the bank manager.

For the simplest bridging or seasonal overdraft facility a banker will look particularly at management's experience, ability, drive, integrity, resilience in times of trouble, and at the viability of the proposal. The longer and more complicated the requirement the higher the degree of creditworthiness to be demonstrated. The potential equity investor will delve into the man, the market, the margins, the management information systems and the money requirement. This takes time which should be allowed for when formulating proposals.

Clearing bankers, as such, do not provide risk capital nor participate in profits and capital growth being the earnings of equity funding. They expect acceptable security with suitable

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The Economic Development Officers have wide knowledge of local industry and resources. They are always pleased to put the facilities of their Departments at the disposal of firms in the area in the interests of economic growth.

If you have a business problem, get in touch with them. You could be surprised at the number of ways they can help.

For further information contact:

**Trevor Nuttall, Economic Development Officer, Derbyshire County Council, County Offices, Matlock, DE4 3AG. Phone: Matlock, 3411.**

**Philip Benneworth, Assistant Director, Economic Development, Nottinghamshire County Council, County Hall, West Bridgford, Nottingham, NE2 7QB. Phone: 0602 863366 Ext. 79.**

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**Presenting a case for finance to a bank**
*continued*

margins to be provided to safeguard repayment, about which they must be satisfied both as to capital and interest, from future anticipated profits. The customer's character, his stake in the business, its liquidity – particularly current and liquidity ratios, together with creditors, debtors, and stock turnovers, the past conduct of the account, and the break up value of the assets, are important to successful negotiations.

The banker must be convinced the customer is capable of implementing planned repayment schedules. This involves maintaining effective systems of financial planning and control incorporating a general business plan for a five-year period, a detailed short term plan, capital and operational budgets, together with reporting systems and control mechanisms.

All businesses should look within themselves for help before seeking outside funds. Retentions might be improved by directors taking less out of the business. Assets might be turned into cash by means of sale and leaseback, chattels mortgages or discounting. Stricter credit control, quicker collection of debts, more frequent invoicing, seeking longer credit without penalties, pruning stocks, variety reduction, and reducing work in progress by quicker deliveries all warrant examination.

Further possibilities include assistance from existing shareholders, reducing a postponing revenue expenditure, modifying fixed asset requirements, selling surplus mechinery and renting, hiring or leasing instead of purchasing. Material supply lead times and production cycles might be reduced and special arrangements made with suppliers and customers, for free issue materials and tooling charges. Maturity factoring with credit insurance might prove cheaper than continuing to run the sales ledger. A bank's computerised pay-roll system could save four days on the wages bill, thus improving cashflow. Whatever steps are undertaken should be disclosed in the case presentation.

The proposal should reveal clearly how much is wanted, for what purposes, when, for how long, and likely sources? Answering these questions is the first stage of budget planning. Long term funds should service the company's enduring commitments, while short to medium term should look after current operating costs. Hence in balancing resources against assets, shareholders and long term funds should cover fixed and intangible assets and net working capital, while day-to-day facilities, bank overdraft and suppliers credit are left to finance current assets turning continuously into cash.

When the planning processes reveal a number of financing problems it is more than possible that a package of solutions, financial and non-financial, will be required. The bank manager is excellently situated to structure such and will gladly tour facilities in order to compare physical assets with audited Account figures. The latter are often drawn up with the tax man in mind and may not reflect current values with the result that ability to raise funds on Balance Sheets alone may prove less than anticipated.

Proposals should be adequately documented. If approaching a current banker much will already be on file, though when an entirely fresh approach is made the following might form part of an overall presentation.

Memorandum and Articles, photographs, and sales literature.

Detailed audited accounts over a three/five-year period, any later interim accounts, and monthly management information statistics since the last B/S date.

Cashflow forecasts for as far ahead as resonable showing in and out flows of money resulting from the implementation of the capital and operational budgets and disclosing amounts, drawdown and repayment. These are usually detailed by monthly or four weekly periods for up to two years being quarterly, half-yearly or annually thereafter and should be realistic.

Over or under estimation destroys confidence in projections which should be backed by projected accounts for the period for which finance is required, including current and liquidity ratios, unless the year end projection of the other items of working capital, namely debtors, prepayments, stocks and work in progress less creditors, are incorporated. Credibility is added to forecasts if future margins are consistent with those achieved in the past and providers of finance are encouraged if previous promises to financial institutions have been honoured.

The current order book and inquiries on hand should be compared with the position one and two years ago. Any recent professional valuation of assets, market survey, inter-firm comparison or management consultancy assignment should be included with the corporate business and profit plan. An organisation chart, curriculum vitaes of senior management, list of professional advisers, and details of investment decision methods all assist the banker's understanding.

The presentation enlarges upon pertinent matters in the documentation but otherwise is confined to additional aspects. It aims to present a logical and well reasoned case justifying the granting of appropriate finance on attractive terms and should comment upon the firm, its history, past achievements, products and services unless covered adequately elsewhere, The financial performance and major influences on profit over the last five years, the existing trends and projections of gross and pre-tax net profits, and the long term objectives and strategy to achieve these, should all be disclosed. The purpose for which finance is required and its relationship to long term objectives and strategy should be given and if one or more capital projects are mooted the pessimistic, optimistic and most likely DCF rates of return for each project.

An appraisal of the present and future market, whether expanding contracting or static, or of a seasonal nature, own share and main competitors and efficiency relative to the latter

should be made. The return on assets, margin on sales, relationship of sales mix to profit return, product life, market research, marketing, R and D, and pricing policies should be examined. The main costing methods used (job, contract, batch, standard etc.) and any hidden assets eg undervaluation of stocks, property equity, etc. should be explained.

Principal shareholders should be listed and management structure, ability, depth, succession and key personnel outlined. Other borrowings and facilities should be set out and whether re-financing is required. A labour breakdown of skilled and unskilled, size, sex, turnover and availability, should be provided with details of machine utilisation. Control of liquidity including age debtor analysis, stockholding requirements, nature of stock, control methods, breakdown and creditors analysis, should be covered and assumptions made in the cashflow and other documentation together with an idea of the guesswork involved should be made clear. Also whether any allowances have been made for inflation or production/sales subjected to any sensitivity analysis. Exports should be cited by amount and destination countries.

The method of production should be described including the quality of plant and equipment and adequacy of depreciation. A breakdown of manufacturing costs, particularly between direct and indirect, and details of fixed costs, should be added. Also a description of the premises, whether room for expansion, freehold or leasehold, and if the latter, term, rent and options. Details of security offered together with insurance, including loss of profits and term life if management is limited, should be given.

Managements of small firms will require assistance in the preparation of their case and should not hesitate to seek guidance and help from bank managers, accountants, solicitors and, if necessary, consultants. Lack of forethought and poor presentation can jeopardise an otherwise worthy application for funds. The discipline involved in following the format outlined in this article will assist managements to understand their business requirements while demonstrating that planning activity is actually taking place. To stay solvent firms must budget their cashflow, control debtors, creditors and stocks, not over borrow nor over invest in fixed assets.

Some reasons why requests for finance fail are worthy of note: lack of preparations, over-optimistic forecasts, vague information, underestimation of the amount needed, superfluous detail, absence of vital data and even audacious requests totally unsupported by facts and figures.

The primary problems are educational both as to knowledge of sources and types as well as to the presentation of cases for finance. The bank manager is well equipped to advise upon and to analyse presentations and to arrange finance, if appropriate, on a package deal basis for viable creditworthy business undertakings under sound management possessed of capability and integrity.

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# The range of finance for the small firm

by A. R. P. Carden

Types of finance may conveniently be divided into three categories, namely short term, medium term and long term. Each has its own function and traditionally these have been described as follows:

Short term – used to finance normal day to day trading requirements.

Medium term – used to assist in the purchase of fixed assets such as plant and machinery.

Long term – used to support the purchase of more permanent fixed assets, eg factory premises.

As a general rule it is deemed prudent for the proprietor(s) of a small business to finance the purchase of fixed assets from his own resources and ideally provide at least a further sum towards the working capital needed to run the business, In practice, of course, we know that a very large number of small businesses rely on disproportionate amounts of external finance and do so quite successfully. However, it is important to gauge very carefully the amount of external funds employed as the weight of having to service heavy borrowings can be crippling.

Now let us examine the range of finance in more detail.

## Short term

*Bank overdraft.* This is the form of finance most commonly used by the smaller firm and, despite, the current high level of interest rates, it remains the cheapest and probably most flexible form of borrowing on the market. Although technically repayable on demand the overdraft is more often than not treated as a revolving facility, providing the borrower maintains his creditworthiness. Its main purpose is to provide on a fluctuating basis normal day to day trading finance pending receipt of income.

Overdrafts are often granted on an unsecured basis and the banker will be more ready to examine the proposition favourably if it is supported by up to date audited accounts and a soundly based cash flow forecast identifying probably requirements.

*Factoring.* As an alternative or supplement to the overdraft facility many smaller businesses are now turning to factoring. This service generally, features the provision of full sales ledger accounting facilities including the collection of debts, credit cover and the availability of a financial facility to enable moneys to be drawn in advance of the collection of debts.

The main advantages of factoring are that it relieves the company of the debt collection and accounting process and removes or reduces the credit risk. All the major clearing banks have subsidiaries who provide a factoring service.

*Cash management.* By prudent cash management the smaller businessman can to a certain extent generate working capital and thus obviate the need to resort to what may be relatively costly external finance. Questions that the small businessman should properly ask are:

Can I speed up the collection of amounts owing to me?

Can I defer paying my creditors without running the risk of damaging my credit rating?

Am I holding excessive stocks?

Clearly an affirmative answer to one or all of these questions followed by prompt remedial action must be beneficial.

*Export finance.* There is quite a wide range of services available, including the provision of finance at attractive rates of interest, to assist exporters. Specialist advice should always be sought through the medium of Government Departments, Clearing Banks, etc.

## Medium term

The purchase of plant and equipment often gives rise to the need for medium term finance (generally accepted as having a repayment term of up to five years) which is met principally by the services provided by banks and hire purchase and finance companies.

More specifically:

*Loans by banks and other financial institutions.* In contrast to the overdraft facility loans are generally granted for a fixed term of years and are subject to a specific and pre-arranged repayment programme which need not necessarily

# Saturday 3·45 pm. Frank Taylor is still at his office.

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# Running a small business?

Visit the exhibition "Finance for the Smaller Business"
at the Small Firms Information Centre,
48-50 Maid Marian Way, Nottingham NG1 6GF.

**7.00 pm — 9.00 pm Monday 11 November and 9.00 am — 9.00 pm Tuesday to Friday 12-15 November**

Representatives of leading banks and financial institutions will be available to offer advice and information.

A programme of talks and seminars on the theme of

## "Finance for Profit"

is also arranged at the Centre
for the following evenings at 7.00 pm.

**Tuesday 12 November**
"Liquidity and the Smaller Business"

**Wednesday 13 November**
"Finance for Expansion"

**Thursday 14 November**
"Finance and the Service Sector"

**Friday 15 November**
"Financial Facilities"
– a 'phone-in' with a panel of
financial experts to answer questions from
the audience and telephone queries
from businessmen.

For reservations, phone the Centre on Nottingham 49792
—or if you cannot attend, phone your question
in to the Centre.

**small firms information centre**

**A Service of the Department of Industry**

entail equal yearly, half-yearly, quarterly or monthly repayments. That is to say the repayment programme can be geared to the productive cycle of the asset concerned which perhaps might lead itself to fairly low repayments in the early stages which are stepped up as the piece of machinery or other equipment achieves its full potential.

*Hire purchase.* Such facilities are on offer from a large number of sources and shopping around to attempt to obtain the most competitive offer can be well worthwhile. Hire purchase is in effect nothing more than an alternative form of medium term loan although the underlying contract may make special provisions as to the ownership of the property concerned in the event of a breakdown in the repayment programme.

*Leasing.* Leasing can be an attractive alternative to outright purchase as the contract can usually be tailor-made to meet individual requirements. In contrast with loan and hire purchase facilities the lessee, in general, never assumes outright ownership of the asset concerned.

In addition to the many companies specialising in leasing facilities most banks offer a wide range of leasing services.

**Long term**

It follows from the remarks made on medium term finance that long term finance may be regarded as being those facilities which are granted for terms of say more than five years.

Long term finance is provided internally by way of share capital and owners loans which will be enhanced by profits retained in the business but in meeting its long term financial needs the small company is at a disadvantage in that it is generally unable to raise capital on the Stock Exchange.

However, other means are available and include principally:

*Mortgage.* This usually takes the form of a loan advanced against the security of a specific asset which commonly takes the form of land and buildings.

*Debenture.* This form of finance follows the pattern of a mortgage but a debenture can be so drawn as to embrace a number of assets ranging from fixed assets such as land and buildings to current assets such as Stock and Debtors. The advantage of this form of financing is that whilst providing security to the lender it enables the borrower to continue to deal with the trading assets as though they were unencumbered.

*Equity participation.* As already mentioned, smaller businesses, being largely private companies, cannot resort to the public for additional share capital. However, there are a number of institutions (notably Finance for Industry) which specialise in the provision of long term finance subject to the acquisition of a slice of the issued share capital of the borrower.

Normally the investing lender will wish to satisfy himself that the underlying structure of the company is sound and that there is clear potential for profitable future expansion although, understandably enough, it is in those sort of situations where the smaller businessman is often reluctant to concede sole control over his company.

For those companies with a restricted capital base but who also reveal potential in the way of, for instance, good technical expertise, finance may be available in the form of venture capital. As the name suggests, in these circumstances, the lender is providing what may be a grossly disproportionate share of the long term finance and in exchange will require higher rates of interest on any loans and most probably a share in the equity as well.

*Sale and leaseback.* This is a once and for all operation to raise cash. It generally takes the form of the sale of freehold premises to an institution such as an insurance company who then lease back the premises immediately to the vendor so that occupancy is not disturbed.

The provision of medium and long term finance almost invariably involves the purchase of an asset and one cannot stress too strongly the importance of properly investigating and appraising the ramifications of all capital investment proposals. Specialist advice is of great value in arriving at the right decision and is readily available from consultants, accountants, banks, etc.

An area of finance which we have not explored is that of Government grants and all small businessmen are well advised to make themselves aware of the help, often substantial, which is available from the Department of Industry.

Having discussed the range of finance available it is necessary to make reference to the current economic climate which poses special problems for the small businessman, not least of which is the difficulty he is likely to encounter in obtaining finance. Restrictions imposed upon banks and other financial institutions have led to some rationing of credit. However, no businessman should be deterred from discussing his problems with his bank or financial advisers for, as I hope this article has made clear, a solution may well be possible outside the accepted remedies of the overdraft or loan.

Small businesses are remarkably resourceful and resilient and added importance is being attached to the key role they play in the economy. Increasing help is being provided by way of advisory services and Government support but very often the small businessman perhaps does not realise how much more he can do to help himself simply by adopting sound principles of financial planning and control without which no business can really hope to prosper.

# Planning a technology based company

by Peter J. Folkman

Starting a new company can be highly satisfying personally and financially rewarding. On the other hand it may turn out to be a disaster. According to a recent survey by Dunn and Bradstreet roughly two in three new ventures fail within the first four years. When this happens the entrepreneur loses his livelihood and is frequently saddled with a large personal debt. All too often people begin an enterprise without sufficient planning and once started fail to take steps which minimise the financial risks.

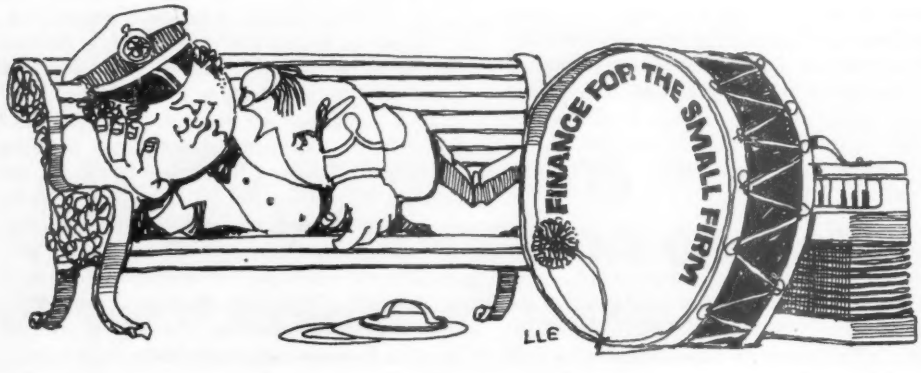
An assessment of a new project may be considered under three headings: The first is the market for the product, process or service and its derivatives, its size and likely growth. The second heading is profitability and the related ease of raising initial and subsequent finance. Thirdly, and possibly the most important factor, is the people.

**The market**

The structure of the market for the company's products is a main determinant in the success of the new company. For example a growing market is easier to enter than a static or declining one. In a growing market existing suppliers are likely to be less hostile to a new entrant because of their concern with the problems of meeting existing demand and unwillingness to spoil a profitable market. In a static or declining market customers must be won from established competitors who are likely to have the resources to ward off incursions from a new entrant. In TDC's experience small companies are most successful when they find a niche in the market supplying a specialist product or service. This may be because the market is too small to be of interest to others, particularly larger companies, or the company has a particular expertise in its chosen field. These small firms are often started by highly qualified scientists and technicians, frequently in general management positions in a major company, who decide to use their specialist skills to provide a product or service which it is not economic for the larger business to supply in house.

The most promising market opportunities typically occur where there is only a small number of customers. This permits a special relationship to be built up to the point where the small company is often an extension of its customers design team. In order to achieve this the bulk of the selling will normally be done by the entrepreneur who is able to offer technical expertise and be in a position to make quick commercial decisions. A further consideration is that small companies find it easier to gain market acceptance for their products when these are purchased frequently and have a low unit value. In this context it is useful to think of the purchasing decision as a time window, the more times it is open the greater is the chance of making a sale and the company achieving a sufficient turnover to ensure survival.

A common mistake made by entrepreneurs is to choose a product and market area which does not form the basis of a viable growth business. When this happens the life cycle of the company becomes the product's life cycle. In order to avoid this pitfall a market in which it is possible for a small company to stay abreast of the technology should be chosen. In conjunction with this a clear theme for the product and marketing strategies helps ensure that effort is not dissipated by trying too many things at



the same time which results in a day to day struggle for survival.

**Profitability**

A new company in a high technology area will only survive and prosper if it can earn high profit margins in its early life. This is because growth companies are always hungry for cash to finance expansion as well as in need of significant sums for research and development, to maintain the technical position of existing products and evolving new ones. Generating cash from trading must be a major factor in satisfying these needs since a financial institution will rarely put up funds solely to develop a second product. In addition, high margins are necessary if the company is to react successfully with an aggressive pricing policy to competition or an intruder into the market.

Let us take a simple example. A team of entrepreneurs develop a plan which envisages building a company with a turnover of £1 million in five years. Gross profit margins are projected as 60 per cent of sales and overheads 30 per cent including research and development, leaving a pretax profit of 30 per cent (Case A).

Over the five year period the company will earn £267,500 (14.6 per cent) post tax profits on sales of £1,830,000. The initial Working Capital requirement is £25,000 and £10,000 is to be used for fixed assets. If we ignore the fixed assets and examine the working capital requirement only of this business, we see that of the total additional cash need of £408,000, £267,500 comes from retained earnings, leaving a deficit of £140,500 to be provided by outside finance. (See Table 1). The company will probably need to return to its backer for finance several times during the five years.

What is the effect of improving the gross profit margin by 10 per cent (Case B, Table 2). The net profit after tax increases by 34 per cent to £359,000. Working capital requirements rise slightly but the key number is the reduction of £48,500 (35 per cent) in borrowing requirements. Not only will the company be worth more because of the higher earnings but the original shareholders will hold a higher portion of the equity because they will have traded less in exchange for the additional finance necessary to expand the business. Margins, therefore, have two effects. Firstly, on the value of the company and secondly, on the borrowing requirements of the company. Both influence the return which the original backers will make on their investment.

Let us examine the example of a less efficient company (Case C) which achieves only a 50 per cent gross profit margin, 10 per cent lower than Case A. The results are shown as Case C in Table 2. Afrer tax profits fall by

**TABLE 1 Case A**

Income Statement £'000

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Total years 1-5 |
|---|---|---|---|---|---|---|
| Sales | 30 | 100 | 200 | 500 | 1,000 | 1,830 |
| Gross margin at 60% | 16 | 60 | 120 | 300 | 600 | |
| Overheads at 30% | 23 | 30 | 60 | 150 | 300 | |
| Pretax profit at 30% | (5) | 30 | 60 | 150 | 300 | 535 |
| Post tax profits (50% assumed) | | 12.5 | 30 | 75 | 150 | 267.5 |

Working Capital Calculation

| | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 | Total increase in working capital required (Year 5 less Year 1) |
|---|---|---|---|---|---|---|
| Debtors | 20 | 33 | 66 | 165 | 333 | |
| Stocks | 15 | 25 | 50 | 125 | 250 | |
| | 35 | 58 | 116 | 290 | 583 | |
| Creditors | 10 | 15 | 30 | 75 | 150 | |
| Therefore working capital requirement | 25 | 43 | 86 | 215 | 433 | 408 |

**TABLE 2 Comparison Cases A, B and C**

£'000

| | Case A | Case B Gross margin +10% | % change | Case C Gross margin 50% | % change |
|---|---|---|---|---|---|
| Total revenue year 1-5 | 1,830 | 2,013 | +10% | 1,830 | — |
| Total net profit after tax | 267.5 | 359 | +34% | 176 | (34%) |
| Total increase in working capital required | 408 | 451 | +10.5% | 408 | — |
| Additional finance required (working capital increase less profits retained) | 140.5 | 92 | −35% | 232 | (65%) |

Notes 1. The cost of borrowing has been ignored for simplicity.
2. Years 1 and 2 taxed at 50%.
3. Assume no fixed assets.

£91,500 (34 per cent) to £176,000 but more significantly, the borrowing requirements increase 65 per cent to £232,000. Although this company is still making respectable profits, 9.6 per cent of sales post tax, it will need to be raising new finance at least once a year and on that profit record may fail to raise sufficient cash to maintain its growth. Should the company fail to raise further finance, and in spite of this decide to continue with the growth objectives, the company may run out of cash and go into liquidation as a result of overtrading. Maintaining a high profit margin is therefore a key ingredient in the success of any technology based growth company.

Choosing the financial partner for a new company is not simply a matter of finding the cheapest money. Clearly the terms and conditions of any support are important. However, there are other factors. The example discussed above shows that expanding companies invariably require further finance to sustain their growth. The willingness and ability of the financier to put up further funds is therefore a vital question, and it is in this that having a wealthy individual as a backer has its disadvantages. Unlike a financial institution he is usually unable to spread his risks and may call a halt to further finance at an early stage of the company's growth. The entrepreneur should also consider the attitude of the investor towards the investment and his longer term objectives. Some venture capital companies are anxious to realize their investments within five years either by obtaining for the company a quotation on the Stock Exchange or a merger. Others, which include TDC and ICFC, are happy to hold their investment for longer periods. The degree to which the financier wishes be involved in the management of the company is another important issue. A partner may be able to guide a young management team through the difficult start-up period and is likely to have useful contracts which would not normally be available to the new company. On the other hand the entrepreneur may wish to remain totally independent and this should be made clear at the outset. In this context it is worth considering what would happen if for reasons outside the company's own control, events do not go as well as planned. Would the financier take control of the business or would the entrepreneur be given a further chance?
events do not go as well as planned. Would the financier take control of the business or would the entrepreneur be given a further chance?

**Management**

Management is the most difficult area to discuss with any precision and yet it is the most important contributory factor to the success of any venture. Founding and managing a growth company requires a rare combination of temperament and skills in order to make the best decisions, overcome the inevitable setbacks and to stick with it during the long periods of tedium when no progress appears to be made. The first question for an intending entrepreneur to ask himself is 'do I have the determination needed to make a success of my company'. A useful guide to this is how far he is prepared to commit himself financially by selling assets, mortgaging his house and taking on personal debt. The necessary dedication will involve personal sacrifices both by himself and his family and it is best that this be understood at the outset. A tough commercial attitude is a common factor found in entrepreneurs. If he has never had the experience of running a business to give him a feel of his own temperament other signs should be looked for. When he buys a new car does he shop around for the best trade in price of the old one, possibly selling it privately?

Management skills and experience are easier to assess. A record of achievement in a previous career, possibly unrelated to the current venture, is a good guide. Experience in the chosen field is a prerequisite for the entrepreneur and anyone starting a new company should first become familiar with the industry in which he intends to operate. The new managing director will find himself faced with the whole range of problems common to all business, finance, marketing, production and personnel, which may be completely new to him. The life of small new companies is very fragile and it cannot bear the extra burden of mistakes made by a manager learning about a new field as well as the general problems of running small companies.

**Conclusion**

The article has considered some of the aspects of planning a new technology based company. The three point analysis of the market and product, profitability and management provide a useful framework within which to evaluate new ventures. While there is rarely a lack of funds for attractive projects the entrepreneur should remember that careful planning at the outset will help minimise the risks and also to convince a backer that he has a viable scheme and is commercially oriented.

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'In all cases the common denominator is risk . . .'

# Thought about venture capital?

by J. S. Laybourne

Small, young or new companies seeking to expand substantially but with little or no reputation and often insignificant asset cover have always had difficulty in obtaining development finance from traditional sources. The present gloomy economic situation has merely served to exacerbate this problem. For some companies, the answer to this problem may be in an approach to one or other of the organisations providing venture capital.

Basically, venture capital is the provision of 'Risk Money' in support of promising, young or even new companies which appear to have the potential to grow substantially and profitably over the next few years.

Once the preserve of the affluent and adventurous private backer, venture capital has, in relatively recent years, attracted the attention and interest of a number of merchant banks, investment trusts, insurance companies and other financial institutions. These organisations tend to use specialist teams with industrial backgrounds, as opposed to banking. Of the many organisations which now claim to offer venture capital, ICFC, Technical Development Capital, National Research and Development Corporation, Charterhouse Finance Corporation, Midland Montague Industrial Finance, European Business Development, and my own company, Small Business Capital Fund, are probably the most active in this field.

Basically, a venture capital investment can take one of three forms. Firstly, perhaps, provision of finance for a new company being set up by a bright and ambitious entrepreneur who has a promising idea. This is usually described as a start-up or green field situation. Secondly, the provision of finance to an established company that has run into serious trouble for one reason or another – management error, lack of finance, or possibly a large bad debt – but has an excellent product and substantial profitable growth prospects if it could only get through the sticky patch. This is the turn around or rescue situation. Thirdly, the provision of capital to a young company that has a very good and perhaps unique product operating in an excellent growth market, making modest profits, but which needs extra finance by way of working capital to support its plan for further substantial profitable growth.

In all cases, the common denominator is risk, the companies are small and have a limited track record (if any) and capital is being required beyond the security the company can offer.

Of course, the most common source of outside finance for small businesses is the bank overdraft. Even at 3 per cent over base rate this is, in normal times, relatively cheap money and the bank does not look for a piece of the action in return. The trouble starts when growth, even in an established and profitable business, takes the small man beyond the point where he can get sufficient finance from the bank, or where his venture is considered by the bank to be a greater than normal banking risk. For many years there was also an inadequate range of sources to fill the finance gap between the £20,000 mark (beyond which point many firms seem to outgrow the support they can get from their bank) and the £100,000 level, which is generally regarded as the lowest level at which the interest of the majority of merchant banks can be aroused.

In addition to the larger type of investment, a number of venture capital companies are now very interested in filling this gap by way of making investments in the £20,000 to £100,000 range. One of these companies is my own, Small Business Capital Fund, set up in 1969 to provide capital for small and medium sized expanding companies which, though having growth potential, are hindered by lack of development finance. Funds are provided in exchange for a share of the company's equity capital – almost invariably a minority holding. This equity capital can be and normally is supported by substantial loan capital.

The split between equity and loan capital is dependent on the particular requirements of the company in question. In the majority of venture capital situations the loan is unsecured in that there are few, if any, real assets. A few venture capital companies, including ourselves, encourage their investments not to declare dividends, preferring to leave this cash in the company as more 'fertiliser' to help promote further growth. Because venture investments carry a higher risk than the more traditional investment, venture capitalists look for situations which offer a very much higher potential return than could reasonably be expected from holding stocks and shares.

There are, however, important differences in philosophy between the various venture capital

sources. Their attitudes differ on such important things as the type of company in which they are prepared to invest, the minimum level of investment, the split of investment between equity and loan capital and, of considerable importance, the measure of experienced management support and advice (marketing, financial, production, general management, forward planning, etc.) they are able and willing to give to a company in which they have a stake.

With reference to management support, we at SBCF take the view that if you are to be successful in investing in this higher risk area, then it isn't enough simply to put money into a promising young company and then pray that everything will be all right. In our experience, it very rarely is. Young fast growing companies are just like children in that, as a doting parent, you take every step possible to ensure that the child has everything it needs to promote good health and sturdy growth but, nevertheless, it manages to contract measles, mumps, chicken pox or even something more worrying and harmful, needing the expert attention of someone 'who's seen it all before'.

However, if a company is young or small, it very rarely has, or can afford to have, a complete and experienced management team and therefore venture capital companies are becoming increasingly aware of the need to provide not only cash but also experienced management support.

Any Small Firms Information Centre or Regional Office of the Department of Industry will give you a comprehensive list of venture capital sources and having got this list, the first thing to do is to write off to what seems to be the most appropriate source giving the following information:

1 Description of company (field of activity).
2 Description of product/services mentioning 'bull' points (if any) and patent protection if applicable.
3 Enclose current set of sales literature.
4 Description of market and competition.
5 Outline the opportunity for substantial profitable growth over the next few years.
6 Sales and profit estimates for the next few years.
7 Anticipated cash flow for next two years.
8 Sales and profit record over last two years.
9 Brief details covering full-time directors including age, business experience and background.

This basic information is normally enough for most financial houses to decide whether or not the proposition for investment is one in which they could be interested. If, for one reason or another, it happens that your proposition is not of interest to the first source of finance to which you have sent it, do not be discouraged – try the others! Because of the different investment philosophies and criteria of each venture company, what is not of interest to one could be very attractive to another.


**Small Business Capital Fund**

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# Missions and Tours

## Merseysiders explore Nigeria for export business potential

A 20-man trade mission, sponsored by the Merseyside Chamber of Commerce and Industry, in conjunction with the British Overseas Trade Board and the Central Office of Information, is due to leave for Nigeria, 25 November, on a visit which will last a fortnight. This mission will contain more members of the Merseyside Chamber than any it has sponsored for some time past. It will be officially based in Lagos but members will be visiting other centres.

The mission will be led by Jonathan Russell, freight sales manager of Elder Dempster Lines Ltd.

Other firms taking part are: G. Atherton and Co. (Eastern) Ltd.; Bell, Sons and Co. (Druggists) Ltd.; Clarke Brothers (Liverpool) Ltd.; Clymore and Simon Ltd.; Concrete Utilities/Phosco Ltd.; Ecco Jewellery Ltd.; Gummers Ltd.; Kent Instruments Ltd.; Alfred H. Knight Ltd.; McArthur Beattie and Co. Ltd.; Magnolia Mouldings Ltd.; Mersey Lime Exporters Ltd.; Wm. Rawlinson Ltd.; Sandbach Export Ltd.; Frank F. Scott (Liverpool) Exports Ltd.; Speedy Fixings (Power Tools) Ltd.; Universal Products (Lytham) Ltd.; John Watts (Bradford) Ltd.; H. A. Watson & Co. Ltd.

Among products and services represented on the mission are assaying, concrete sawing, diamond drilling, construction plant, jewellery, lime, electricity masts, measuring and controlling instruments for industry, menswear, mineral and metal brokerage, nursery goods and pram equipment, pharmaceuticals, high-class picture frame mouldings, textile raw materials, valves and regulators and watch straps.

The Merseyside Chamber first sent a trade mission to Nigeria in December 1971 and since then there has been a remarkable expansion in the Nigerian economy. The Chamber states that export opportunities are enormous and there is almost unlimited scope: as Nigeria's largest trading partners, the United Kingdom accounts for about a quarter of her total imports – an achievement which could still be improved upon with perseverance and determination.

The president of the Merseyside Chamber, the Earl of Derby, remarks in his foreword to the mission brochure that links between Nigeria and Merseyside have always been particularly strong and it is hoped that this tour like others will help to cement further ties of friendship and understanding.

## Selling greenhouses to Japanese market

Colin Kemp, marketing director of Baco Leisure Products Ltd., has gone on a two-week fact-finding visit to Tokyo.

Mr. Kemp, who left on 28 October, will study the Japanese market for aluminium greenhouses and recruiting distributors for the Huntingdon-based firm.

Baco already sends 20 per cent of the greenhouses it exports to Japan but hopes that as a result of Mr. Kemp's visit this will be boosted to 40 per cent next year.

## West India group on tour of Cuba

Walter Baynham, export co-ordinator of Pye of Cambridge Ltd., is participating on behalf of the Pye Group in the British trade mission sponsored by the West India Committee, to the Republic of Cuba in November.

He will examine trade possibilities which might exist for Pye in broadcasting, telecommunications and instrumentation. Pye Unicam Ltd. already has an established trading relationship with the State-controlled foreign trade enterprise Medcuba.

Wally Baynham has already visited Cuba four times. This 10-day Cuba mission begins 6 November.

Mr. Baynham was among the 17 members of the trade delegation, organised by The 48 Group of British traders with China, which was in Peking earlier this month. The visit was sponsored by the China Council for the Promotion of International Trade which arranged the programme. The delegation was led by 48 Group chairman S. Gordon Sloan.

It was Mr. Baynham's third visit to China in 18 months: Pye Group companies have been increasing exports to China in broadcasting, communications and scientific equipment.

All 14 companies represented are actively trading with China as importers or exporters or both. The turnover of their trade with China is running at many millions of pounds a year. Pye Group companies have received orders for £750,000 worth of electronics equipment since the Peking Trade Fair 18 months ago.

Following last year's successful trip to the Far East, the Design Council is this year taking a party of 16 British manufacturers to countries in the Far East and Australasia. The four and a half week trip, organised to assist manufacturers of well designed modern British products in selling to overseas markets, is scheduled to take in Thailand, Singapore, Australia, New Zealand. The manufacturers participating in the BOTB-supported mission represent a good cross-section of British products from consumer items to laboratory equipment for use in teaching. The party, shown departing from London's Heathrow Airport, is due to return 23 November includes the Design Council's Pat Meredith, who serves as mission secretary (2nd row from bottom on right) and John Wood of Design Objectives, mission leader (bottom right).

## Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

# Export Business

## Colour television equipment to Vancouver and Hong Kong

Under a £400,000 contract the Canadian Broadcasting Corporation is to equip its new regional broadcast centre in Vancouver with 12 EMI 2005 colour cameras and a camera control assignment switcher from the television division of EMI Sound and Vision Equipment Ltd. of Hayes, Middlesex.

The contract was won in association with Denlen Electronics International Ltd. of Toronto which represents the television division in Canada. Denlen Electronics will install the equipment, initially in four studios at the centre. EMIs submission for colour cameras and equipment was successful against competition from leading manufacturers of cameras in North America and Europe as well as the United Kingdom.

This is the second major contract to be won in Canada by EMI and Denlen in recent months. The earlier contract worth over £1.5 million is to equip the new 1,805 ft. high CN observation and communications tower in Toronto with a complete antenna complex for all FM and TV broadcasting services.

Under a £208,000 contract EMI is to supply six colour television cameras and associated video systems for a major new Chinese-language commercial television service in Hong Kong. The six cameras are the EMI 2005 which incorporate automatic picture centering and other advanced features.

The equipment is being supplied by the television division of EMI Sound and Vision Equipment Ltd. to Commercial Television Ltd. in Hong Kong. It will be installed in a new 66,000 sq. ft. studio complex under construction for the company and is expected to be 'on air' by mid-1975.

The Chinese-language broadcasts by Commercial Television Ltd. will serve an audience of 90 per cent of the population of Hong Kong.

This latest contract confirms EMI as the major supplier of broadcast television equipment to Hong Kong. It brings the total number of EMI 2005 colour cameras sold there to 21. This latest contract brings to over £1 million the value of television broadcast equipment supplied for Hong Kong by EMI. The company has also received important sales in neighbouring markets, including the People's Republic of China, and Malaysia.

## Largest propellers for new hovercraft

A contract valued at over £350,000 to supply eight 21 ft. diameter propellers and the propulsion control system for the new French Sedam N500 hovercraft has been awarded to Hawker Siddeley Dynamics Ltd. of Hatfield. Three propellers are being supplied for each of the two hovercraft under construction, with two spares.

The propellers have composite blades with fibreglass shells and are claimed to be the largest in service in the western world. They have been in service on the BHC7 military hovercraft for some years.

Each N500 hovercraft has five Avco-Lycoming gas-turbine engines – two for lift and three for propulsion. The propulsion control system has been designed and will be manufactured by Hawker Siddeley Dynamics. The system will give the craft the ability to manoeuvre accurately at both high and low speeds by differential control of the pitch of each of the outboard propellers in response to pilot demands.

A digital signal derived from the pilot's controls is compared with the existing blade pitch angle. Any difference is modified to obtain the required overall system thrust characteristics. The error signal resulting from the comparison operates a stepper motor controlling a hydraulic valve which directs oil in the appropriate direction to the propeller pitch change mechanism depending on the change of the blade angle required. The normal control circuits can be overridden to feather the blades when operationally required.

The Sedam N500 hovercraft are due to commence trials in 1976 and it is hoped that they will enter service later that year. The project has involved co-operation between companies in several European countries. The engines will be built by KHD in West Germany and the gearboxes and transmission by Fiat in Italy.

## Norway firm orders screw compressors

Howden Compressors Ltd., a Howden Group company, has received an order worth £500,000 for the supply of screw compressors to a Norwegian company, Kvaerner Brugs Kjoleavdeling of Oslo.

The compressors will be included in plants to be supplied to ships being built in Japan, Finland and Germany where they will be used as part of reliquifaction refrigeration equipment on board liquid gas tankers to maintain temperature and pressure of cargoes.

## Arabian Gulf states take studio systems

Rank Cintel, part of The Rank Organisation, has received orders worth more than £350,000 for television broadcast equipment for Abu Dhabi and Oman in the Arabian Gulf.

The order from Abu Dhabi's Ministry of Information and Tourism is for almost £250,000 and the equipment is to be used for extending the country's existing monochrome TV service to include colour. A new studio is being built on to the present one in readiness for a November on-air date.

The Cintel equipment ordered includes two 16 mm./35 mm. Multiplexed Flying Spot Telecines, one 16 mm./16 mm./Slide Photo-Conductive Telecine, one 35 mm. Slide Scanner and various accessories. The equipment will be air-freighted to Abu Dhabi during the next three months for installation by Cintel engineers.

For Oman, the company has received an order for TV studio equipment from its product range. This order is for more than £100,000, and is part of a contract awarded to Pye TVT of Cambridge.

These latest orders follow a recent one for £200,000 from the Dubai Broadcasting Service for broadcast equipment from both Rank Cintel and Rank Audio Visual to be used in a new colour Television Centre.

## Telecommunications for Middle East

Middle East oil states have ordered nearly £1 million-worth of telecommunications equipment from GEC Telecommunications Ltd.

The orders include: over 50 private telephone exchanges for Dubai and Abu Dhabi; 5,000 switching telephone systems for Iraq; three-circuit open-wire line transmission equipment for Iran; various spares for existing GEC public telephone exchanges in Iraq.

Delivery of the equipment has started and is due to be completed by the end of 1975.

# Exhibitions and Fairs

## New instrumentation systems shown at Dusseldorf event

**From J. W. Spies, Commercial Section, British Consulate-General, Dusseldorf:** The 6th International Congress and Exhibition for Instrumentation and Automation (Interkama), Dusseldorf, 10-16 October, once again proved that measuring control and automation is still an industrial branch with considerable scope and good long term prospects. The fact that this market has grown from DM 2,000 million in 1960 to an expected DM 13,000 million in 1973 and the record number of visitors of 91,000 (78,000 in 1971) from all over the world seems to prove this point. Twenty-five per cent (1971: 14 per cent) of the visitors came from outside Germany which shows Interkama to be a truly international event and the most important of its kind in the world.

On show were instruments, components and equipment covering all aspects of control, measuring and automation. Electronic devices providing quick measurements met with considerable interest and an increasing number of German manufacturers tend towards offering complete systems rather than hardware and software separately. Valves and fittings as well as instrumentation for the petro-chemical industry found a ready market.

The exhibition took place in 10 of the 12 halls of the Dusseldorf exhibition centre. Some 845 firms exhibited and demonstrated the latest developments. Twenty-two foreign countries were represented with 186 companies being responsible for almost one-third of all the products on show.

Great Britain had the second strongest foreign contingent with 35 companies, 28 of which showed on a joint venture stand in Hall 2 (*a busy corner pictured below*), organised by the Scientific Instrument Manufacturers Association, supported by the British Overseas Trade Board. On show was a wide range of equipment, instruments and components which found a good deal of interest.

Most of the British exhibitors were pleased with the results achieved, bearing in mind that such fairs aim at informing those concerned in industry with measuring and control and offering a solution to their problems rather than hoping to do actual business. However, some of the exhibitors signed firm contracts mainly for smaller or standardised equipment. It was generally remarked that quality of inquiries received was very good which is also borne out by the fact that according to a survey more than two-thirds of all visitors came from management level with a decisive influence on purchasing.

Other foreign countries represented at Interkama were: Switzerland with 40 exhibitors, France with 29 exhibitors, USA with 16 exhibitors, Netherlands with 12 exhibitors and Canada with 10 exhibitors, as well as Japan, Austria, Israel, Finland, Belgium, Sweden, German Democratic Republic, Italy, Denmark, Norway, Poland, Yugoslavia, Lichtenstein, Czechoslovakia.

Once again, the combination of an exhibition, a scientific congress and a number of courses dealing with more practical problems proved to be a success. The congress was attended by 12,000 experts from 22 countries and many of the 245 courses had to be repeated because they were booked out many times over.

In addition to this, a special exhibition was held in one of the halls under the heading of 'Applied Research' Forty-three German research institutes informed on their activities and most of the visitors considered this a very good means of communication.

The great majority of the UK firms stated that this was the right show for them to be at and that they would come again to the next Interkama to be held 6-12 October 1977.

# Paris motor salon – Britons in van

British Ambassador to France Sir Edward Tomkins enjoys his 'ride' in the Panther car during his visit to United Kingdom stands at last month's Paris Motor Show.

**From T. C. Almond, Second Secretary (Commercial), British Embassy, Paris:** This year the season for motor shows started in France with the Paris Salon, 3-13 October. It is just 75 years since the Paris show opened its doors and 1974 saw the inclusion of commercial vehicles, the first time for four years. In addition, there were separate sections for cars, motor cycles, components and accessories.

British firms were well represented throughout the show, with individual exhibits from all the companies selling to France. This included a large BLMC stand showing the whole range and, incidentally, launching the Allegro car on to the French market; Rolls-Royce; Lotus; Aston Martin; and Panther.

In the commercial vehicles section, BLMC, together with Bedford, were showing their new ranges of trucks. Bedford is to be congratulated on winning the show's first prize for cabin design. York Trailers was also showing its range of trailers which sell well in France.

In addition, there was a large contingent of British firms in the components and accessories section. Among the larger stands were Lucas, Girling, Mintex and Automotive Products, all of which sell items fitted as standard equipment by French manufacturers.

There was also a large officially-supported joint venture which was sponsored by the SMMT. Among the companies showing on these stands was the GKN Group. Other firms participating were Armstrong with shock absorbers, Vandervell and TJ Filters, Dunlop showing a range of rubber bonded to metal suspension units, Chloride Batteries and Interlube with chassis lubrication systems.

British accessory firms in the group included Brown & Geeson, Cox of Watford with its range of seats, Parr with roof racks, Radiomobile, Autoplas with extruded plastic rear screens and dashboards.

Quite a few French cars and commercial vehicles contain components and parts originally made in Britain and, although sales of cars in France have dropped by 10.1 per cent this year, overall production has dropped only 2.5 per cent. Renault, in fact, has actually made more cars in the first nine months of 1974 compared with the same period in 1973 – 1.1 million against 0.92 million. The reason for this is the success the country is having in export markets: sales outside Europe have increased significantly. Nineteen seventy-four exports are, in fact, slightly higher than those for 1973. Overall, this year France is expecting to sell nearly 2 million vehicles abroad.

Among visitors to the British stands was the British Ambassador to France, Sir Edward Tomkins, and G. F. Finlayson, Commercial Counsellor.

Sales of British components and accessories at the show were extremely encouraging and in nearly all cases in excess of those achieved last year. However, British car sales on the French market alone are down on the 1973 figure of over 30,000, but fortunately with the majority of sales being made with the smaller engine range of cars these are holding up well against other imported makes. It is also true to say that as yet, fuel crisis or not, people are not giving up buying cars.

# German manufacturers raise prices of motorbikes

**From R. G. Cutler, Commercial Department, British Embassy, Bonn:** The International Cycle and Motorcycle Exhibition took place in Cologne, 21-25 September. The total attendance figure as 138,500 – an increase of 21 per cent over the last exhibition. Of this figure 10,200 were foreign visitors and this represented an increase of 95 per cent.

The United Kingdom had the fourth largest contingent of foreign exhibitors, with 26 firms showing on a joint venture stand, supported by the British Overseas Trade Board and very ably organised by the Cycle and Motorcycle Association.

The event is one of the few fairs at Cologne open to the general public and during the first two days it was virtually impossible to move, due to the mass of bodies clothed in leather with their safety helmets tucked under their arms. These were the true enthusiasts and keen interest was shown in all the British stands. These two days alone accounted for approximately 100,000 of the total numbers. It was also interesting to note that during this fair 27,000 motorcycles were parked in or around the fair grounds, representing a capital investment of some DM162 million or £27 million.

British exhibitors were showing a variety of articles, ranging from complete motorcycles and cycles and a very varied range of accessories, down to electrical equipment, motorcycle clothing, safety helmets etc.

Although there was a slight air of disappointment during the first two days, this soon vanished as buyers and agents arrived during the quieter period of the third day and by the end of the fair all the exhibitors were highly delighted both with inquiries received and actual trade done. The standard and quality of the inquiries was very high and came virtually from all over the world.

One particular exhibitor from the firm of Bantell was very pleased with his results having received an order to the value of £11,000 from the USA.

The general feeling within the German cycle and motorcycle industry is not particularly good at present owing to the fact that one large price increase has just been put into effect and German manufacturers are forecasting further increases in the region of 14 per cent for 1975, an increase which will not be accepted lying down by the retail trade. This should, however, enhance the position of British manufacturers in the German market.

During the closing press conference it was stated that agreement had already been reached between the German trade association and the Cologne Fair Authorities that the next exhibition will be held in September 1976.

# Governor General tours UK display

Thirty-five British firms exhibited at the Sydney International Engineering Exhibition, 23-28 September. The British display was organised under joint venture terms by the British Overseas Trade Board in collaboration with the Engineering Industries Association, Birmingham Chamber of Commerce and Industry and the Association of Hydraulic Equipment Manufacturers. It was the largest national participation.

Occupyin g an area of 1,500 sq. m. at the Royal Agricultural Society's Showground, the British group presented a comprehensive range of engineering equipment. Exhibits included industrial control instruments, fork-lift trucks, heating and air conditioning equipment, industrial fastening systems, engineers tools, grinding and milling machines, measuring and weighing equipment, pneumatic and hydraulic equipment, metal spraying equipment, semi-conductor devices, abrasives and ancillary equipment.

Australia's International Engineering Exhibition is an annual event held alternatively in Sydney and Melbourne. It is the largest and most important trade exhibition in the Southern Hemisphere, serving Australia and the Pacific Basin countries.

This year, twice as many countries than previously exhibited, covering a wider spectrum of the engineering industry than ever before.

The picture shows Sir John Kerr KMCG, K.ST.J, QC, Governor General of Australia, in discussion with G. Booth, CMG, Consul General in Sydney, and D. P. Aiers, CMG, Acting British High Commissioner in Australia at the entrance to the United Kingdom Display in the Commemorative Pavilion at the exhibition.

# Frankfurt: President Scheel visits British Council stand

**From Mike Murray, Vice-Consul (Commercial), Frankfurt:** West German Federal President, Walter Scheel, during his visit to the Frankfurt Book Fair, spent 15 minutes on the British Council stand where he was met by British Ambassador, Sir Nicholas Henderson.

The fair, the world's most important event of its kind, was held 10-15 October. Its importance lies in sales of rights of various kinds, even more than of books as such. It attracted 3,903 exhibitors, of whom 360 came from Britain. Of the quarter-of-a-million titles on view, about one-third were new. The fair drew a record 150,144 visitors.

Once again, the fair served to highlight the very impressive export performance of British publishers. Exports of the industry climbed steadily until 1969 when they accounted for as much as 47 per cent of production. Thereafter, export percentage fell somewhat until 1972 when it stood at nearly 40 per cent. 1973's provisional figure of nearly 42 per cent showed an encouraging recovery.

It was clear at the fair that the British publishing industry is, as always, ready and able to develop overseas business. Preliminary estimates for the current year are in the region of 43 or 44 per cent, that is rather more than £100 million in value.

All participants in this year's joint venture reported steady business: as expected, a good deal of interest came from the industry's established markets in North America, Europe and the Commonwealth. But the number of positive and obviously serious inquiries received from the Middle East and Eastern Europe suggests that these potentially rewarding markets will justify careful attention.

One of the fair's principal talking points was the presence in Frankfurt of a number of Soviet buyers who were apparently out in strength for the first time since the Soviet Union's acceptance of the Copyright Convention. Their main interest lay in the purchase of rights of scientific and medical text books. At least one important British publisher attracted their attention and now hopes to be able to build on the contacts established in Frankfurt.

**John Fearnley, British Consul-General, Frankfurt writes:** The Frankfurt Book Fair without the British Council Stand would be like Hamlet without the Prince of Denmark. The stand, with its wonderfully catholic presentation of the year's publications of the British publishing industry, is without frills (no waste of the taxpayers' money) but is tasteful, practical and compelling. The staff, German as well as British, enthusiastically led for many years by Richard Goffin, are dedicated, knowledgeable and invariably helpful. Thousands of foreign visitors (publishers, booksellers and bookworms) prove the stand's value every year by their presence on it; British publishers have reason to be grateful – and say so.

# Food industries fair set for Earls Court

Next year, the 9th International Exhibition for the Food and Allied Industries will be held at Earls Court, London, 16-19 September. This ninth successive event in the Foodpack International series offers visitors from the food industries worldwide the most impressive examination of automated processes and packaging systems yet seen in North Europe, the organiser claims.

Displays – from over 300 exhibitors from 14 countries – cover the latest developments in food processing, presentation, packaging and handling. This 1975 event takes its visitors right through an up-to-the-minute factory, from the point of entry of the raw materials to the collation and dispatch of well designed, well printed packs, cans and bottles of foods and drinks.

The event is expected to attract over 26,000 food industry executives from 40 countries. The Exhibition is planned as an international market place with a wide range of new equipment, machinery, processing plant, packaging machinery, packaging materials, refrigerated and other storage systems, handling equipment.

Various conferences on technical subjects are to be held in conjunction with the event and for overseas visitors there are factory visits. Further information may be obtained from BPS Exhibitions Ltd., 4 Seaford Court, 220 Great Portland Street, London W1N 5HH; tel. 01-388 2117.

# German buyers in London for Knitwear exhibition

The British Knitting Export Council is staging a one-day exhibition in London to which it is inviting, on a British Overseas Trade Board-supported inward mission basis, ladies' knitwear buyers from 15 German bulk buying organisations – such as department store chains, mail order firms and retail buying groups/distributors, as well as five buyers from similar Austrian concerns.

This exhibition, specifically for ladies' knitwear, mostly in the medium price range and of good fashion, will be held at 22 Hanover Square, London W1 on November 26.

For further information apply to Mrs. Joan Broughton, Assistant Director, British Knitting Export Council, Academy House, 26/28 Sackville Street, London W1X 1DA; tel. 01-734 6277/8.

# Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

**Central London**

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

**South London**

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

G. J. A. Link, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

**North London**

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

**Belfast**

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

**Birmingham**

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

**Bristol**

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

K. I. Humphrey, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

**Cambridge**

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Prudential Building, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. 0223 67736. Telex 81624.

**Glasgow**

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

**Leeds**

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, Liverpool Victoria House, 8 Otley Road, Leeds LS6 2HG. Tel. 0532 782121. Telex 55125.

**Manchester**

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

**New York**

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

# Trade Information

## Consolidated list of goods subject to security export control: amendment no. 3

The attention of manufacturers and exporters is drawn to the following amendment to the schedule of goods which appeared in *Trade and Industry*, 12 October 1972, and was amended in *Trade and Industry*, 16 November 1972, and 14 June 1973. Reprints of that schedule and amendments are available from: CRE 4 3d, Department of Trade, Room 102, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (tel. 01-212 6576/6792).

ML1
Paragraph in italics: DELETE:
'sporting or hunting weapons having at least one rifled and one smooth—bore barrel'

1460 DELETE sub-item (d)

1519 CHANGE sub-item (d) as follows:
Components, accessories and sub-assemblies specially designed for the above equipment, and test equipment specially designed for the equipment covered by sub-item (b).

1521 In sub-item (e) line 1:
For 'noice' read 'noise'

1522 CHANGE Item 1522 as follows:
Lasers and specially designed components and parts therefor and any equipment containing lasers, *except* continuous wave helium-neon gas lasers operating in the visible spectrum and equipment containing such lasers.

Sub-paragraphs in italics:
(a) DELETED
(b) UNCHANGED. Relettered (a) and (b)
and (c)
(d) UNCHANGED. Relettered (c) Reference to sub-paragraph (c) deleted.
(e) UNCHANGED. Relettered (d) and (e).
and (f)

1572 CHANGE sub-items (b) and (d) as follows:
(b) Using electron beam(s) operating in a vacuum, and/or laser-produced light beams (see also Item 1522) that produce patterns or images, directly on the recording surface, and specialised equipment for image development, *except* equipment specifically designed for television recording and/or reproducing on discs;
(d) Specialised parts and components for the above and recording media used in equipment covered by sub-items (a) and (b).

CHANGE sub-paragraph 2(a) as follows:
*Magnetic tape recorders specially designed for television recording, using a signal registered with the CCIR, or specifically designed or adapted for use with medical equipment, and having all of the following characteristics:*
(i)
to (vii) UNCHANGED

1584 ADD the following:
*Oscilloscopes (including mainframe/amplifier systems) and probes therefor, covered by sub-item (a) above, provided that:*
*(a) the oscilloscope or system bandwidth is not rated in excess of 100 MHz;*
*(b) in the case of systems, the characteristics of individual plug-ins or mainframes are not in excess of what is required for the overall system performance, and*
*(c) the exporting Government is satisfied that the equipment is a reasonable requirement for the stated legitimate civil end-use.*

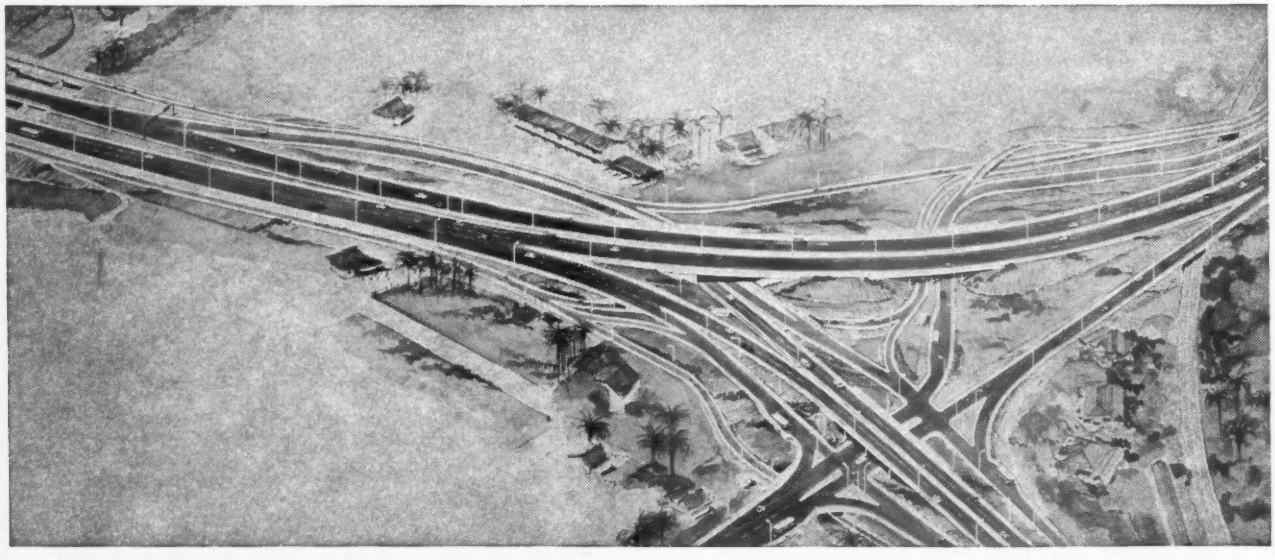
1671 ADD to sub-item (b) the following:
(xi) 4% aluminium, 4% manganese and the balance titanium
(xii) 2% aluminium, 2% manganese and the balance titanium
(xiii) 5% aluminium, 3% manganese and the balance titanium
(xiv) 8% manganese and the balance titanium
(xv) 2% aluminium, 2% manganese, 1% molybdenum and the balance titanium.

1673 ADD at end of Explanatory note:
'high density graphic optical elements'

In the preamble to the Consolidated List, paragraph 3:
'Department of Trade and Industry' should read 'Department of Trade'

In paragraph 5, the addresses and telephone numbers should read:
Commercial Relations and Exports Division (CRE 4), Department of Trade, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (tel. 01-212 6576 ot 6792)
and
Export Licensing Branch, Department of Trade, Sanctuary Buildings 16-20 Great Smith Street, London SW1P 3DB (tel. 01-215 4245 or 4233)

In the preambles to Amendments No. 1 and 2, the address and telephone number should read:
CRE 4 3d, Department of Trade, Room 102, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG (tel. 01-212 6576 or 6792)



**Over 1,000 columns and lanterns for the lighting of Kuala Lumpur's reconstructed 11.26 km. federal highway are being supplied by GEC (Street Lighting) Ltd., Wembley. This contract, worth over £200,000, was awarded to the General Electric Co. of Malaysia. Work started on the federal highway – which services a direct route from Kuala Lumpur to Petaling Jaya – in September 1973. The consulting engineers of the section of the highway illustrated are Freeman Fox and Partners, London.**

## Applications for temporary exemption from import duty

The Department of Trade is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 21 November 1974.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 29.04 | Pentaerythritol | Pentaerythritol, melting point 210-235°C. | 31 December 1975 | T 14829 |
| 73.18 | Longitudinally welded steel tubes of circular cross-section in lengths of not less than 1.5 m. and not more than 9 m. having an outside diameter of not less than 59 mm and not more than 61 mm., with a wall thickness of not less than 4.5 mm. and not more than 5 mm.; containing not more than 0.06% sulphur and not more than 0.06% phosphorus; having a tensile strength of not less than 43.8 kgf/mm.² and not more than 52 kgf/mm.² and a minimum yield stress of 24 kgf/mm.² | Steel tube to BS 4360 | 31 December 1975 | T 15332 |

## Disclosure of information about imports

Consideration is being given under Section 3 of the Finance Act 1967, to the disclosure of information relating to the import of the following goods:

| 1973 SITC(R) | | Code no. |
|---|---|---|
| 722.1 | Transformers under 1 KVA (including coils) other than those for telecommunications | 8501 7001 |
| 729.95 | Electrical capacitors, variable | 8518 0443 |

The Government is consulting the Association of British Chambers of Commerce, 68 Queen Street, London EC4N 1SL on this proposal and the Association will take into account any views received from importers by 28 November 1974.

## Iran-UK investment conference report

A report on the Iran-United Kingdom Investment Conference held at Persepolis last November is now available from the Confederation of British Industry. A supplement to the Report gives details of Iran's recently revised Fifth Plan and of the new Iranian Ministries.

The CBI states that the conference has done much to promote the special relationship existing between Iran and the United Kingdom and that a number of British firms are now negotiating joint venture agreements with Iranian companies.

The report, described as a summary of proceedings of the conference, includes a report by the Iranian Minister of Economy on major sectors of industry, speeches by other senior Iranian Ministers and officials, reports of working groups and details of question-and-answer sessions.

In a foreword, Iran's Minister of Economy, Hushang Ansary, who chaired the conference, concludes: 'In these favourable conditions, we welcome foreign investments, with their concomitant technological and managerial support, to share in development as we advance towards full industrialisation.

A co-production of the CBI and Times Newspapers, published by the Confederation of British Industry, the Report is available from CBI Print and Publications Department, 21 Tothill Street, London SW1; price £15, post paid.

# Notices to Importers

**Issued by the Department of Trade, Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1 3DB. Tel. 01-215 7877**

## No. 1466: Imports of certain rare animals

It has been decided, on the advice of the Advisory Committee established under the Animals (Restriction of Importation) Act 1964, that two species of CERCOPITHECIDAE (Old World Monkeys) – *Nasalis larvatus* and *Pygathrix nemaeus*, included as List 2 animals in the Annex to Notice to Importers No. 1295, should be transferred to List 1.

Importers should note that henceforth applications for licences to import either of these two species will be considered by the Advisory Committee who will normally be prepared to recommend the issue of a licence only for special purposes, eg breeding or research.

## ECGD: £8.8m loan for RB211

The Export Credits Guarantee Department has guaranteed a loan of £8.8 million towards an £11 million contract for 21 Rolls-Royce RB211 engines and spares which are to be installed in four Lockheed TriStar aircraft for All Nippon Airways. The loan has been made available by National Westminster Bank Ltd. and will be repayable over a period of 10 years from delivery which is scheduled in mid-1975.

## Peru: alcohol solvents complex

The ECGD has guaranteed a loan of £2.6 million which Barclays Bank has made available to Petroleos del Peru for the construction of an alcohol solvents complex. Lurgi (UK) Ltd. will be responsible for supplying and erecting the equipment for the complex. Repayment of the loan will be over a period of five years from commissioning which is scheduled for November 1976.

# Tariff and Trade Notices

## Belgium

**Price control regulations**
The *Moniteur Belge* No. 201, 17 October 1974, published a decree dated 14 October 1974 amending the decree of 22 December 1971 as amended by the decree of 1 March 1973 concerning temporary changes to the price control regulations. The notification period for price rises has been increased from three months to six months, reducing to two months on 1 February 1975. The decree came into force on 17 October 1974. Copies of the decree (in French) are available. **OTAR ext. 288/466/467**

## Sweden

**Foodstuffs: permitted level of aflatoxin**
The Swedish National Food Administration has announced that from 1 November 1974, the maximum permitted level of aflatoxin in or on foodstuffs is 0.005 mg./kg. No further information is available. **OTAR ext. 458/459**

## Norway

**Polyvinyl chloride: duty suspended**
Norway has announced that from 26 October 1974, the import duty on polyvinyl chloride has been suspended for an indefinite period. No further information is available. **OTAR ext. 458/459**

## Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exporters (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

**Plastic carrier bags for shopping: new tax**
Norway introduced on 1 September 1974, a tax on plastic carrier bags for shopping. The rate of tax is 0.25 Norwegian Kroner per bag. **OTAR ext. 458/459**

## Spain

**Petrochemical products**
The Spanish *State Gazette*, 22 October 1974, announced reductions or suspensions in import duties valid until 31 December 1974 on the following petrochemical products:

| Tariff no. | Description | Import duty |
|---|---|---|
| 29.01.A.1 | Butadiene | Nil |
| 29.08.D | Ethylene glycol | 4.5% |
| 29.15.D.1 | Dimethyl terephthalate | Nil |
| 29.22.A.4 | Hexamethylenediamine monomer adipate | Nil |
| 29.27.B | Acrylonitrile (monomer) | Nil |
| 29.35.G | Caprolactams | Nil |
| 39.01.E.1 | Hexamethylene-diamine adipate polymers | 4.5% |
| 39.01.E.2 | Other polyamides | 4.5% |
| 39.01.G | Ethylene-glycol polyterephthalate | 4.5% |
| 39.02.G.1 | Acrylonitrile copolymers | Nil |
| 39.02.H.1 | Polyvinyl-butyral and polyvinyl-formal | Nil |

**OTAR ext. 462/471/472/473**


**The B.R.U.**
**EXPORT FINANCE SERVICE**
**for EXPORTERS**
**BANKERS**
**IMPORTERS**

In December a new major annual report on the terms at which exports are financed and insured in the six major exporting countries of the world will be published.

This report covers the U.K., U.S.A., France, Germany, Italy and Japan.

The annual subscription of £70·00 obtains a gold blocked ring binder, the annual report and the quarterly updatings – and B.R.U. export finance expertise.

The Subscription lists are now open for new subscribers for the twelve months December 1974 – December 1975.

Enquiries and subscriptions to

The General Manager, The Banker Research Unit
Bracken House
10 Cannon Street
London EC4P 4BY

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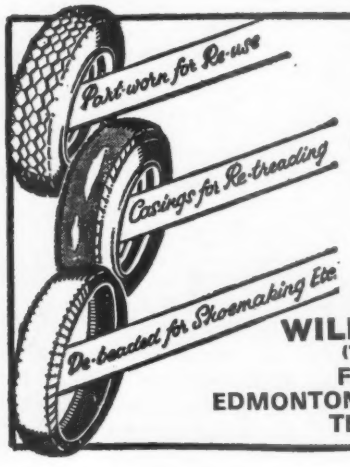


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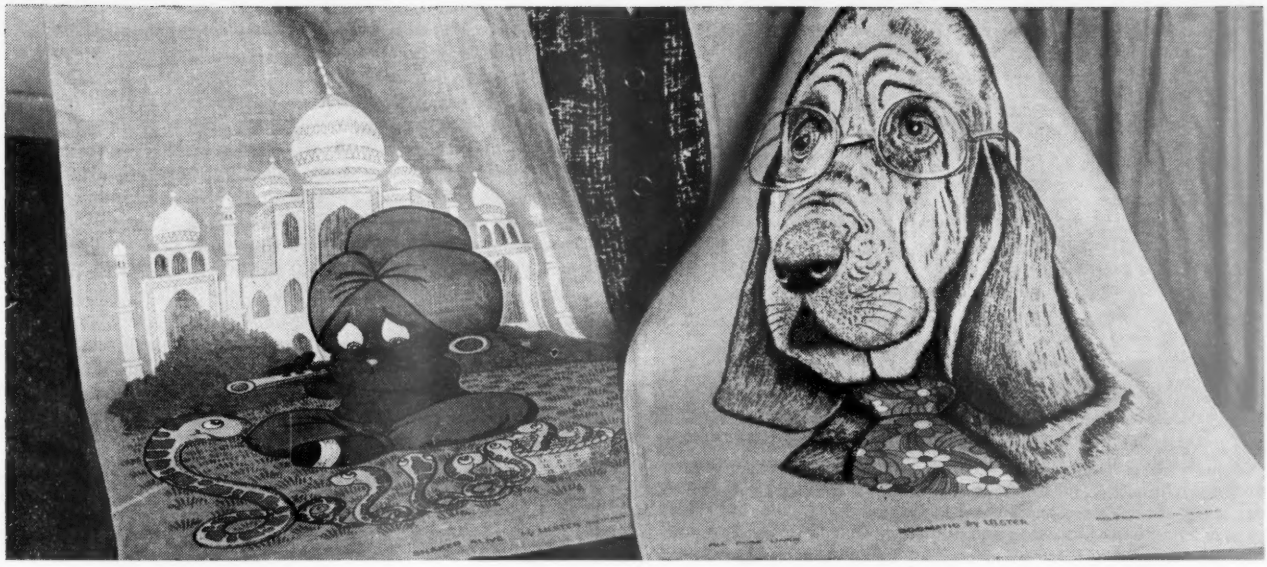

These comic tea towels in Irish linen are two of the latest designs introduced by the Ulster Weaving Co., one of the British participants at the Heimtex Exhibition to be held in Frankfurt in January. A frequent visitor to the Federal Republic, the Northern Ireland company will again be displaying its range of quality Irish linen-ware – but with the addition of some new ideas in design.

**Crustaceans and molluscs: import regulations**

The Spanish *State Gazette*, 18 October 1974, published an Order dated 28 September defining the sizes of crustaceans and molluscs to be imported under tariff subheading 03.03.A. Copies of the Spanish text may be obtained from OTAR Section.

**OTAR ext. 462/471/472/473**

## Portugal

**Brass strip: drawback of import duty**

Portuguese *Diario do Governo* No. 227 published Order 628/74, 28 September 1974, authorising for one year the import under drawback of brass strip for the manufacture of clock and watch dials and calendar discs for export either as components or incorporated in the finished article. The level of refund and other conditions will be regulated in each case by ministerial order. **OTAR ext. 460/461**

## Malta

**Tariff amendments**

The Malta *Government Gazette*, 18 October 1974, published an Act to amend the Import Duties Act of 1964. This Act amends subsection (2) of section 16 of the principal Act – goods withdrawn from bond. The Comptroller of Customs may confiscate goods which are imported under temporary importation conditions without pecuniary security and which are not re-exported within the prescribed period unless such re-exportation does not take place for reasons beyond the control of the importer.

Amendments are also made to tariff heading 70.19, as follows:

| Tariff heading | Description | General % | Common-wealth % | As from 1.4.73 % | As from 1.4.75 % | Remarks |
|---|---|---|---|---|---|---|
| 70.19 (A) | Listed articles for local industries | 0 | 0 | 0 | 0 | Note to TN 70.19 (A): For the definition of 'listed articles for local industries' see Note to TN 39.07 (A) |
| (B) | Mosaic cubes, ornaments, assembled products and fancy articles | 27 | 13 | 20.2 | 13 | |
| (C) | Other | 0 | 0 | 0 | 0 | |

**OTAR ext. 471/472/473/462**

## ECGD addresses

**The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL (Tel: 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom; these are listed from time to time in *Trade and Industry*.**

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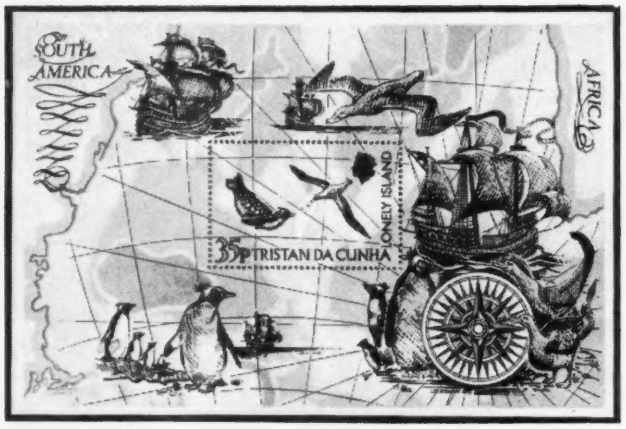


This souvenir sheet, recently released by Tristan da Cunha, features the 'lonely island' in the South Atlantic and contains – perforated in the centre – one stamp valued 35p. The stamp is available only as part of the sheet. Designed by the John Wadington Studio, the sheet is lithography processed and printed by Questa Colour Security Printers Ltd.

# Israel

**Tariff amendments**

The Israeli authorities have issued the following amendments to the customs tariff:

| Item no. | Description | Rate of duty |
|---|---|---|
| 09.01.1512 | The rate of duty of IL.1.63 per kg. is superseded by | IL.1.58 per kg. |
| 22.08 | Section 1000 is superseded by: | |
| 1000 | Spirits, denaturated by any of the materials established in the Denaturated Spirits Regulations in the proportions fixed in such Regulations | IL.3.50 per kg. + 10% *ad val.* |
| 39.02 | Paragraph 1035 is repealed | |
| | In paragraph 1036, the word 'other' is deleted | |
| 70.06 | After section 2000 shall be inserted: | |
| 3000 | Of a thickness exceeding 16 mm. and of a width not exceeding 100 mm. | 10% *ad val.* |
| 70.07 | After section 2000 shall be inserted: | |
| 3000 | In the form of a circle, of a width exceeding 16 mm. provided that the thickness is not less than one-eighth of the diameter | 10% *ad val.* |
| 71.15.2010 | The rate of duty of IL.0.30 per gm. is superseded by | 10% *ad val.* |
| 84.06.1049 | The rate of duty of 80% is superseded by | 65% *ad val.* |
| 90.28 | Subsection 5020 is superseded by: | |
| 5020 | Spectrophotometers, photofluorimeters, instruments for the automatic measuring, examining and analysing of human body liquids | Exempt |

Amendments have also been made to the Israeli customs tariff which affect the following items:

'If released before 1 October 1974' is superseded by 'If released before 1 January 1975'

| | | | | | |
|---|---|---|---|---|---|
| 73.10.1011 | 73.10.1012 | 73.10.1017 | 73.10.1050 | 73.10.1070 | 73.10.1092 |
| 73.10.2020 | 73.10.2031 | 44.15.9910 | 44.18.9910 | | |

'If released before 1 October 1974' is superseded by 'If released before 1 April 1975'

| | | | | | |
|---|---|---|---|---|---|
| 07.04.4010 | 07.04.9910 | 11.05.1000 | 12.01.2510 | 18.01.1010 | 18.03.1010 |
| 18.04.9910 | 20.02.6000 | 27.10.5030 | 32.07.2010 | 48.01.1010 | 48.01.3011 |
| 48.16.3000 | | | | | |

On the following items, the rate of duty of 65% is superseded by 50% *ad val.*

| | | | | | |
|---|---|---|---|---|---|
| 68.14.9900 | 70.08.1000 | 70.09.1000 | 70.14.2000 | 73.11.2000 | 76.02.2000 |
| 84.06.1010 | 84.06.1041 | 84.06.2000 | 84.06.9991 | 84.06.9999 | 84.10.4042 |
| 84.10.5010 | 84.18.9914 | 84.59.8600 | 84.63.1021 | 85.08.9910 | 85.08.9921 |
| 85.08.9929 | 85.08.9990 | 85.09.2000 | 85.09.3000 | 85.09.9900 | 85.24.9911 |
| 87.04.9900 | 87.05 9900 | 87.06.5000 | 87.06.5500 | 87.06.6500 | 87.06.9900 |
| 87.08.2000 | 87.12.1020 | 87.12.1090 | 90.01.3010 | 90.01.3090 | 90.13.5000 |
| 90.24.1010 | 90.27.4090 | 90.28.1010 | 90.28.4540 | 90.28.6029 | 90.28.9910 |
| 94.04.9910 | | | | | |

**OTAR ext. 420/475**

**CRE** Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

**OTAR** Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

**Purchase tax amendments**

The Israeli authorities have issued amendments to the Purchase Tax Order which affect the following items:

Cycles and parts; motor cycles; parts and accessories for engine-operated vehicles; wines; spirituous beverages; fruit juices, sweetened or fermented beverages; polished diamonds and pearls or pearl beads; safety glass; pianos; vegetable choppers; unlit signboards; polyester or fibreglass rods; appliances for ventilating, changing the temperature or humidity of air refractory bricks; special diving garments; aluminium discs.

British exporters with inquiries should specify the items in which they are interested. **OTAR ext. 420/475**

**Agricultural machinery spares: price control**

The Israeli authorities have issued an Order fixing the maximum price of spare parts for agricultural machinery imported into Israel. Copies of this Order are available to British exporters on request.

**OTAR ext. 420/475**

# Iraq

**Amendment to Trade Law No. 20 of 1970**

The Iraqi authorities have issued a Second Amendment Law No. 118 of 1974 to Law No. 20 of 1970 Organising Trade.

Amendment 118 is mainly concerned with the penalties for any malpractices or behaviour considered to be against the aims of the Law or prejudicing the national economy.

Copies of Law No. 20 and/or Amendment Law 118 are available on request. **CRE tel. 01-215 3454**

# Egypt

**Import procedure**

Preliminary information has been received about legislation which is expected to be introduced to enable private individuals in Egypt to act for certain items as agents for British firms. At present all goods have to be imported into Egypt by state trading organisations and authorised government companies. No further information is available at present, but details are expected shortly and will be published. **OTAR ext. 475/420**

# South Africa

**Textile duties**

The Minister of Economic Affairs has directed the Board of Trade and Industries to inquire into the effects of the increase in customs duties on textile materials (BN 51, 53, 55 and 56) imposed on 20 September, and in the light of its findings to make recommendations on possible adjustments.

Interested parties are invited to submit their representations in this respect to the Board of Trade and Industries, Private Bag X 342, Pretoria 0001, before 6 December 1974.

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Seven mining engineers from South Africa have been taking a look at mines and mining equipment in Britain on a visit sponsored by the Association of British Mining Equipment Exporters. Here, at the Dowty Mining Equipment Ltd. plant near Tewkesbury, Gloucestershire, J. D. Else (left), the company's overseas sales manager, is showing a display of automatic pit props to two of the visitors: W. R. Jefferson (centre) of the General Mining and Finance Corporation, Johannesburg, and R. B. Smith of the Anglo American Corporation of South Africa Ltd. in Marshalltown, Transvaal.

**Customs tariff application**
Customs Tariff Application List No. 644, published in the South African *Government Gazette* of 1 November 1974 contains an application to the Board of Trade and Industries for increase in duty on:

1 Certain polymers and copolymers classifiable under tariff subheadings 39.02.50.45, 39.02.50.50, 39.03.50.51, 39.02.50.52, 39.02.50.53, 39.02.50.57;

2 Phenol formaldehyde novolaks classifiable under tariff subheading 39.01.10.

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

**CRE tel. 01-215 5274**

# Malaysia

**Polystyrene and monosodium glutamate: import control**
The Malaysian *Government Gazette* has published the following amendments to the Customs (Prohibition of Imports) (Temporary Protection Measure) Order 1973:
The Customs (Prohibition of Imports) (Temporary Protection Measure) (Amendment) (No. 6) Order 1974, amends the Second Schedule to the Order by inserting:

Orders worth over £1 million from a Japanese company are being processed by Lowther Acoustics, Bromley, Kent, for its Class A range of valve amplifiers and sound reproducers. The British company has reconstituted its value range in view of a new demand from music listeners for quality obtained by valve amplifiers.

| Heading no. | Description of goods | Country |
|---|---|---|
| 39.02 220 | Polystyrene in primary forms, other than in emulsion form | All countries |

The Customs (Prohibition of Imports) (Temporary Protection Measure) (Amendment) (No. 7) Order 1974, amends the Second Schedule to the Order as follows:

Delete heading No. 29.23 110 and all particulars that follow.

The Second Schedule lists goods prohibited from import into West Malaysia without import licence. **OTAR ext. 469/401/468**

**Customs forms: metric measures**
In line with the Malaysian Government's policy of converting to the metric system of weights and measures following the passing of the Weights and Measures Act 1972, the Director-General of Customs has announced introductory steps to familiarise the public, especially importers and exporters, with the necessary changes in documentation. From 1 October 1974, importers and exporters of goods, and manufacturers of excisable goods are requested to submit Customs and Excise declaration forms and other supporting documents in metric measures (to the nearest two decimals) in addition to units prescribed in the Malaysian Tariff or the Excise Duties Order.

**OTAR ext. 469/468/401**

# Singapore

**Brussels Nomenclature to be introduced**
On 1 January 1975, the Singapore trade classification system of classifying imports into Singapore will be replaced by the Brussels Nomenclature. UK exporters should use the Brussels Nomenclature classification number on export documents relating to goods arriving in Singapore after that date. There are no changes in the rates of import duty levied. **OTAR ext. 401/468/469**

# Thailand

**Cosmetics and toiletries: new committee**
The Thai *Government Gazette*, 18 September 1974, contained the text of the Toiletry Act BE 2517 (1974). The Act gives information on the composition and duties of a Toiletry Committee which has been set up to make recommendations to the Thai Minister of Public Health on the licensing and labelling of imported and locally produced cosmetics and toiletries. Copies of the Act are available.

**OTAR ext. 401/468/469**

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Sir David Scott, British High Commissioner in New Zealand, and Lady Scott, visited the Newcastle upon Tyne works of C. A. Parsons and Co. Ltd. recently and saw work being carried out on equipment for New Plymouth and Huntley power stations in New Zealand. The photograph shows Sir David (right) with Mr. M. O. Short, manufacturing manager, watching a rotor being machined.

## Japan

**Liquor tax and labelling**

The Customs Bureau of the Japanese Ministry of Finance has announced that from 1 July 1974, a new system has been in force for the Liquor Tax on whisky, brandy, and sake. Changes have been made not in the rates themselves but in the method of assessment.

The Customs Bureau has announced that from 1 August 1974, the Liquor Tax label is no longer required.

Details may be obtained by British exporters on request.

**OTAR ext. 420/475**

## Australia

**Import licensing: footwear**

Australian Customs and Excise Notice No. 74/126, gives details of the administrative arrangements announced by the Australian Government, for the obtaining of import licences and the establishing of nominal quotas, following acceptance of the recommendations by the Temporary Assistance Authority in the report of their inquiry into the footwear industry. Copies of this notice are available.

Ref. CRE 1296/74. **OTAR ext. 401/468/469**

**Industries Assistance Commission: inquiry references withdrawn**

The Minister for Customs and Excise has decided the inquiries into insulated annealed copper strip (By-Law) and olive oil (By-Law) are no longer warranted and has withdrawn the references to the Industries Assistance Commission.

Ref. CRE 1258/1259/74. **CRE tel. 01-215 5319**

**CRE** Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

**OTAR** Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

## New Zealand

**Antiques: import licensing**

The New Zealand Minister of Trade and Industry has announced that the exemption from import licensing on antiques of an age exceeding 100 years has been withdrawn. Ref. CRE 62/74.

**CRE tel. 01-215 5321**

## Western Samoa

**Patents and designs laws**

On 19 December 1972 new laws concerning patents and industrial designs came into operation in Western Samoa.

The main feature of the Patents Act 1972 is the introduction of a local system for granting patents together with provision for the registration of an overseas patent to be applied for within two years of the date of such patent. Local patents are valid for a period of 16 years while overseas patent registrations remain valid for as long as the overseas patent continues in force. There is provision for opposition to the grant of local patents but no right of appeal against the decision of the Attorney-General on such opposition. Under this new patent law it should be noted that a period is provided until 19 December 1974, within which registration of an overseas patent of a date more than two years earlier than the date of the Act, ie 19 December 1972 may be applied for in Western Samoa.

Under the Industrial Designs Act 1972, the main condition governing protection is that the design shall be novel and not have been made available to the public anywhere by description, use or in any other way unless it is proved that the creator of the design would not have had knowledge thereof. There is provision for formal examination but not for opposition; proceedings , however, may be instituted for the nullification of a registration. The registration of an industrial design is valid for five years and may be renewed for two further consecutive periods of five years on payment of the appropriate fees.

Copies of the new Acts are available for consultation in the Chancery House Annexe of the Science Reference Library (Holborn Branch), Chancery House, Chancery Lane, London WC2A 1AY.

## Canada

**Milk products: food and drug regulations**

The Canadian Department of Health and Welfare has issued information letter 428 which sets out the revised Food and Drug Regulations for modified milk products and flavoured milk products. These amendments will become effective from 1 March 1976. Copies of the letter are available. **OTAR ext. 455**

## United States

**Federal Register notices**

Notices of interest to British exporters have been published in the United States *Federal Register* on the dates shown in parentheses:

Catalyst equipped vehicles: Proposals on the importation and their compliance with US emission standards (21 October 1974).

Clean air act: The Environmental Protection Agency has proposed standards of performance for electric arc furnaces and for ferro alloy production facilities (21 October 1974).

Flammability of plastics: The closing date for written comments concerning disclosure requirements and prohibitions has been extended to 10 December 1974, and the public hearing date postponed until 13 January 1974 (18 October 1974).

Commercial fishing operations: Notice of a hearing on 21 November 1974, relating to possible amendments to existing regulations pursuant to the marine mammal Protection Act 1972; comments by 15 December 1974 (18 October 1974).

Motor vehicle – high altitude air pollution: Amendments and regulations to Emission Standards for light duty trucks operating at high altitudes beginning with the 1977 model (18 October 1974).

A copy of the text is available in each case.

**OTAR ext. 456/457/7312**

**Air pollution: diesel trucks**

The *Federal Register* dated 25 October 1974, published regulations for control of light duty diesel-powered truck emissions.

A copy of the text is available to British exporters.

**OTAR ext. 456/457/7312**

**Motor vehicle safety standards: tyres**

The *Federal Register* dated 22 October 1974, published amendments to standards for passenger car tyres and rims.

A copy of the text is available to British exporters.

**OTAR ext. 456/457/7312**

## Dominica

**Import licensing changes**

The Dominica authorities issued in their official *Gazette*, 26 September 1974, a revised import licensing list. Additional items requiring an import licence are mattresses, vegetable oils and vegetables prepared or preserved. Certain types of soap, carpets, undergarments, felt headgear, tyres and meat have been removed from the list. Details are available. **OTAR ext. 7312/456/457**

## Chile

The Chilean Central Bank announced the following revised exchange rates effective from 17 October 1974:

The 'Bank' rate: raised from 1,100 escudos to 1,250 escudos per US dollar;

The 'Brokers' rate: raised from 1,180 escudos to 1,350 escudos per US dollar. **CRE tel. 01-215 5289**

## Ecuador

**Extension of duty free period on oats**

Decree 1020 dated 4 September 1973, exempted from import duty oats (BN 10.04.00.01) and dehusked oats (BN 11.02.03.01) until July 1974. Decree 790 extends this relief period until 31 July 1975 and now the concession includes all other types of oats.

**OTAR ext. 474/476**

## Brazil

**Agricultural chemicals: duty exemption**

The British Consulate General in Sao Paulo reports that the Brazilian authorities have exempted from customs duty 100 categories of insecticides, herbicides, fungicides and similar preparations, together with raw materials and ingredients used in their formulation, where their use is intended solely in connection with agriculture and stock rearing. Details of the products qualifying for exemption are awaited.

**OTAR ext. 474/476**

## Registered trade marks

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

# Customs notices of interest to exporters

The following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London EC3R 7HE.

| | |
|---|---|
| 7 | Drawback on mixed or blended beers when exported or deposited in bonded warehouse. |
| 17 (May 1973) | Arrangements for preferential trade between the Channel Islands and the United Kingdom. |
| 49 | Temporary importations: international co-operation. |
| 104 | Temporary importations and exportations under ATA and ECS Carnets. |
| 112 | Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants. |
| 112A | Charges for attendance given at private premises at the request of merchants. |
| 118 | Samples imported for promoting export trade. |
| 132A | Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge. |
| 172 | Hydrocarbon Oils: drawback of duty. |
| 207 | Re-imported goods: relief from Customs duty and Value Added Tax. |
| 210 | Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders. |
| 221 | Process Inwards Relief and Pre-financing of export refunds on products for process. |
| 221A | Section 7 relief: changes in procedure. |
| 223 | Export relief on goods exported in the same state as at import ('Same state section 7 relief'). |
| 224 | The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay. |
| 241 | European Economic Community: Compensatory, Levy and Addendum thereto. |
| 275 | Documentation of Exports for Statistical Purposes. |
| 290 | Export of personal and household effects. |
| 291 | Claims for drawback on goods exported where there has been a variation in the duty rate. |
| 300 | Export reliefs scheduling scheme. |
| 703 | VAT – Exports. (Revised November 1973) |
| 704 | VAT – Retail Export Schemes. (Revised November 1973) |
| 705 | VAT – Tax free sales of motor vehicles to tourists, etc. |
| 750 | Community transit – general. |
| 750A | Community transit – list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc. |
| 750B | Extension of the Community Transit procedures to Austria and Switzerland. |
| 751 | Notes on completing Community transit forms T1, T2 and T3. |
| 752 | Free circulation of goods in the European Communities. |
| 753 | Community transit – the simplified procedure for goods carried by rail |
| 754 | Documentation for fish caught by British fishing vessels. |
| 755 | Community transit – special control procedures. |
| 756 | Instructions on the use of loading lists as descriptive parts of forms T1, T2 or T3. |
| 774 | Hydrocarbon Oils Customs Duties: Additions of *Ad Valorem* Protective Element. |
| 800 | EEC Common Agricultural Policy: Customs procedures in respect of export refunds and export licences. |
| 810 | EEC Preferences – Free Trade Agreement between the EEC and the EFTA countries. |
| 810A | EEC Preferences – EFTA Countries. Simplification of the documentation system described in Notice 810. Introduction of universal form of movement certificate EUR 1. |
| 812, 812A | EEC Preferences – Turkey. |
| 817 (June 1973) | EEC Preferences – Tunisia |
| 818 (June 1973) | EEC Preferences – Egypt. |
| 819 (May 1973) | EEC Preferences – Cyprus. |
| 821 | EEC Preferences – simplified procedure for sending evidence to EEC customers about the origin of goods. |
| 830 | Arrangements between Denmark and United Kingdom. |

# European Community

## Generalised Tariff Preference Scheme (GSP): restoration of normal duties

*Trade and Industry* of 28 March, 25 April, 23 May, 20 June, 18 July, 12 September and 10 October gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 30 September. HM Customs have stated that the position on the restoration of normal duties for the month ending 28 October is as follows:

I TARIFF QUOTAS

| Tariff heading | Description of goods | Customs quota reference* | Date UK quota share exhausted | Community butoir reached duty to be re-imposed | |
|---|---|---|---|---|---|
| | | | | On date | For goods from |
| 44.14 B | Boxboards; veneer sheets and sheets for plywood | 1677 | 15.10.74 | | |
| 84.41 A I b | Sewing machines. Other | 4819 | 5.4.74 | 5.10.74 | Brazil |

* See Customs Tariff Part 11.

II CEILINGS

| Tariff no. | Description of goods | Date of restoration of duties | |
|---|---|---|---|
| | | From all sources | From particular sources (inner ceilings) |
| 41.05 B II | Other kinds of leather, except leather, falling within heading no. 41.06, 41.07 or 41.08, Other: Other | | Yugoslavia – 5.10.74 |
| 68.08 | Articles of asphalt or of similar material (for example, of petroleum bitumen or coal tar pitch) | | Romania – 13.10.74 |
| 76.03 | Wrought plates, sheets and strip of aluminium | | Yugoslavia – 13.10.74 |
| 82.09 | Knives with cutting blades serrated or not (including pruning knives), other than knives falling within heading no. 82.06 | | South Korea – 5.10.74 |

Inquiries about current availability of preferences may be made to HM Customs, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3 7HE, tel. 01-626 1515, ext. 2570 (quotas and butoirs), ext. 2294 (ceilings and inner ceilings).

## Application for reimposition of import duty on EEC goods and associated reductions of duty on non-EEC goods

The Department of Trade has received an application for the reimposition of the United Kingdom 'M' and 'full' rate of duties with effect from 1 January 1975 on the following item. This is in response to the notice of the Annual Review of temporary suspension/reductions of import duty published in *Trade and Industry* on 26 September 1974.

| Tariff heading | Description | Reference |
|---|---|---|
| 29.23 | Sodium picramate | T 14242 |

Representations should be addressed to Department of Trade, Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ giving the reference shown above. These should be received by 14 November 1974.

Guests from 13 countries visited Cussons Sons and Co. Ltd. in Manchester recently to mark the end of a two-day seminar of the Association Internationale de la Savonnerie et de la Detergence. It was the largest gathering of its kind that had ever been seen in the UK. Pictured from left to right are three members of the association with two directors of the Cussons group: J. Bergeron, Colgate Palmolive, France; H. Hirtler, Ernst Hirtler KG, Germany; Miss L. Batista, Secretariat of the Association Internationale de la Savonnerie et de la Detergence; B. M. Harris, chairman of the Soap and Detergent Industry Association Council; and Simon Cussons, chairman, Cussons Group Ltd.

### The work of BSI

**The British Standards Institution is the official standards organisation for this country and is very active in removing technical barriers to trade through international standards organisation such as ISO and IEC. BSI has several other functions. It runs certification and approvals schemes, among them granting licences to manufacturers to use the 'Kitemark' on products conforming to British Standards. It also undertakes testing work for outside bodies and, through the Technical Help to Exporters Scheme, provides information on technical requirements and approvals procedures in overseas markets. BSI, 2 Park Street, London W1A 2BS.**

# New EC Legislation

**The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext 4174/482/408). Other information may be obtained from the reference point given at the end of the item.**

**COMMON AGRICULTURAL POLICY:** The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

**General.** Regulation (EEC) 2670/74 amending Regulation (EEC) 2958/73 on the exchange rate applied in agriculture for the Italian lira. (*Official Journal* L286, 23 October 1974)

Regulation (EEC) 2684/74 on aid from the Guidance Section of the European Agricultural Guidance and Guarantee Fund for 1974. (*Official Journal* L288, 25 October 1974)

**Processed agricultural products.** Regulation (EEC) 2625/74 altering the amounts of the variable components, compensatory amounts and additional duties applicable during the fourth quarter of 1974 on the importation of processed agricultural goods covered by Regulation (EEC) 1059/69. (*Official Journal* L282, 18 October 1974)

**Cattle, beef and veal.** Regulation (EEC) 2668/74 temporarily suspending the issue of import licences and advance fixing certificates for beef and veal. (*Official Journal* L285, 22 October 1974)

**Fish and fish products.** Regulation (EEC) 2682/74 altering the intervals at which the standard values are fixed to be used in calculating financial compensation in respect of fishery products by replacing the second subparagraph of Article 10 (3) of Regulation (EEC) 2142/70 with the following:

'This amount shall be reduced by the standard values of products intended for purposes other than human consumption or by net receipts from sales of products for human consumption obtained in accordance with paragraph 2. The aforesaid values shall be fixed at the beginning of the fishing year; they shall, however, be changed if major and lasting price variations are recorded on Community markets'. (*Official Journal* L288, 25 October 1974).

**IMPORTS FROM NON-MEMBER STATES:** The *Official Journal of the European Communities* L288, 25 October 1974, contains the text of Decision 74/516/EEC authorising France not to apply Community treatment to knitted or crocheted goods of textiles, other than cotton, falling within heading nos. ex 60.02, ex 60.04 and ex 60.05 of the Common Customs Tariff, originating in Hong Kong, and in free circulation in the other Member States.

The Microplus 461 – a new low-priced British cabin cruiser, which is among a £½ million order, involving some 5,500 craft, recently placed with Microplus Boats Ltd., Hucclecote, Gloucester, by a leading marine distributor in the Netherlands – Tomos Nederland. The cruisers, all made from glass reinforced plastics, range in length from 15 ft. to 18 ft. The 461 can sleep a family of four and has been designed as a versatile craft equally suitable for fishing or cruising.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

**CUSTOMS REGULATIONS:** The *Official Journal of the European Communities* L286, 23 October 1974, contains the text of Directive 74/508/EEC amending Directive 73/95/EEC applying Articles 13 and 14 of Directive 69/73/EEC on the harmonisation of provisions laid down by law, regulation or administrative action in respect of inward processing.

*Further information:* HM Customs and Excise, Kings Beam House, Mark Lane, London EC3R 7HE (tel. 01-626 1515, ext. 2446).

## EEC Information Unit's new telephone system means speedier inquiry service

The EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of membership of the EEC and by guiding them where necessary to more specialised information sources. A new telephone system has been introduced giving immediate access to several extensions. This should eliminate delays caused by extensions being engaged and provide a better service for callers at any time from 9.00 a.m. to 5.30 p.m. every weekday.

New customers are always welcome, particularly firms new to EEC questions. The Unit's address is: EEC Information Unit, Department of Industry, 1 Victoria Street, London SWIH 0ET. The new telephone number is: 01-215 4301 (six lines).


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Jordans

# Statistics

## The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

| | Gross domestic product (average estimate) | Consumers expenditure | Fixed capital expenditure | | | Changes in stocks | | | | Balance of payments | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Total | of which: Manufacturing industry | of which: Distributive and service industries | Total | of which: Manufacturing industry | of which: Wholesalers | of which: Retailers | Current balance | Visible balance | Invisible balance |
| | at 1970 prices | | at 1970 prices | | | at 1970 prices | | | | at current prices | | |
| Base of index | 1970 | 1970 | 1970 | 1970 | 1970 | | | | | | | |
| £m in base year | | 31,404 | 9,223 | 2,130 | 2,089 | series in £ million | | | | series in £ million | | |
| 1969 | 99 | 98 | 98 | 95 | 92 | 416 | | 42 | 33 | 445 | −143 | 588 |
| 1970 | 100 | 100 | 100 | 100 | 100 | 257 | 324 | 68 | −23 | 692 | −9 | 701 |
| 1971 | 101 | 103 | 100 | 94 | 102 | −7 | −126 | 52 | −4 | 1,093 | 285 | 808 |
| 1972 | 104 | 109 | 103 | 85 | 115 | −39 | −205 | 48 | 3 | 114 | −677 | 791 |
| 1973 | 109 | 114 | 108 | 90 | 121 | 674 | 374 | 32 | 242 | −1,210 | −2,375 | 1,165 |
| 1971 4th qtr. | 102 | 105 | 101 | 90 | 103 | — | −37 | 3 | 17 | 248 | 60 | 188 |
| 1972 1st qtr. | 101 | 106 | 103 | 90 | 107 | −36 | −62 | 17 | −16 | 71 | −121 | 192 |
| 2nd qtr. | 104 | 108 | 103 | 84 | 115 | −27 | −106 | 1 | 38 | 112 | −64 | 176 |
| 3rd qtr. | 104 | 110 | 102 | 82 | 115 | −13 | −42 | 6 | −13 | −116 | −284 | 163 |
| 4th qtr. | 106 | 111 | 105 | 83 | 123 | −37 | 7 | 24 | −6 | +2 | −208 | 210 |
| 1973 1st qtr. | 110 | 115 | 111 | 89 | 126 | 257 | 146 | 11 | 32 | −184 | −351 | 167 |
| 2nd qtr. | 109 | 112 | 104 | 86 | 112 | 202 | 61 | −9 | 163 | −195 | −399 | 204 |
| 3rd qtr. | 110 | 114 | 109 | 91 | 120 | 94 | 68 | 6 | 22 | −274 | −606 | 332 |
| 4th qtr. | 110 | 114 | 109 | 94 | 124 | 121 | 99 | 24 | 25 | −557 | −1,019 | 462 |
| 1974 1st qtr. | 106 | 114 | 111 | 98 | 111 | −258 | −100 | 8 | −73 | −985 | −1,286 | 301 |
| 2nd qtr. | 110 | 112 | 102 | 99 | 106 | 216 | 105 | 38 | 17 | −1,051 | −1,361 | 310 |
| % change last 2 qtrs. on prev. 2 qtrs. | −1.6 | −0.9 | −2.9 | +6.6 | −11.1 | | | | | | | |
| on a year earlier | −1.4 | −0.6 | −1.2 | +12.9 | −8.8 | | | | | | | |

| | Index of industrial production | | Personal expenditure | | Prices and costs | | | | | Labour | | | Trade§ | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total all industries | Total manufacturing industries | Retail sales | Cars: new registrations | Index of retail prices: Index‡ | % increase on a year earlier | Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡ | Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡ | Basic hourly wage rates of manual workers (all industries and services)‡ | Unemployed excluding school leavers and adult students: mid-month count | Unemployed excluding school leavers and adult students: % of total employees | Unfilled vacancies for adults: mid-month count | Exports | Imports |
| | | | monthly averages | | | | | | | | | | monthly averages | |
| Base of index | 1970 | 1970 | 1971 | | Jan 16, 1962 | | 1970 | 1970 | July 31, 1972 | | | | Series in | |
| £m in base year | | | 15,895 | thousands | | | | | | thousands | | thousands | £ million | |
| 1970 | 100.0 | 100.0 | 99.0 | 91.4 | 140.2 | 6.4 | 100.0 | 100.0 | 78.5 | 568 | 2.5 | 186 | 658 | 659 |
| 1971 | 100.4 | 99.6 | 100.0 | 108.5 | 153.4 | 9.4 | 104.6 | 109.0 | 88.9 | 737 | 3.2 | 129 | 733 | 709 |
| 1972 | 102.4 | 102.0 | 105.8 | 138.6 | 164.3 | 7.1 | 109.2 | 114.8 | 101.4 | 816 | 3.6 | 145 | 761 | 818 |
| 1973 | 109.8 | 110.3 | 110.7 | 137.3 | 179.4 | 9.2 | 144.4 | 123.2• | 115.5 | 581 | 2.6 | 304 | 953 | 1,151 |
| 1972 4th qtr. | 105.9 | 105.7 | 109.2 | 144 | 169.4 | 7.7 | 115.6 | 118.0 | 107.8 | 750 | 3.3 | 179 | 871 | 940 |
| 1973 1st qtr. | 109.8 | 109.7 | 111.8 | 152 | 172.4 | 8.0 | 126.0 | 119.5 | 108.8 | 667 | 2.9 | 228 | 878 | 995 |
| 2nd qtr. | 109.4 | 109.8 | 108.3 | 136 | 177.9 | 9.3 | 133.3 | 120.1• | 112.6 | 605 | 2.6 | 289 | 931 | 1,064 |
| 3rd qtr. | 110.7 | 111.4 | 110.6 | 143 | 180.2 | 9.2 | 150.8 | 124.2 | 118.4 | 562 | 2.5 | 334 | 995 | 1,197 |
| 4th qtr. | 109.5 | 110.4 | 112.0 | 119 | 186.8 | 10.3 | 167.6 | 129.1 | 120.9 | 489 | 2.2 | 364 | 1,008 | 1,348 |
| 1974 1st qtr. | 103.7 | 105.8 | 109.9 | 103 | 101.4† | 12.9 | 214.3 | 138.4 | 125.0 | 543 | 2.4 | 285 | 1,124 | 1,553 |
| 2nd qtr. | 108.5 | 109.7 | 107.5 | 104 | 107.5 | 15.8 | 215.8 | 148.9 | 131.7 | 552 | 2.4 | 309 | 1,283 | 1,737 |
| 3rd qtr. | | | 111.1 | | 110.2 | 17.0 | | | 142.7 | 600 | 2.7 | 306 | 1,374 | 1,766 |
| 1973 Aug. | 110.5 | 111.3 | 110.7 | 153 | 180.2 | 8.9 | 152.5 | 124.1 | 119.7 | 563 | 2.5 | 330 | 980 | 1,206 |
| Sept. | 110.8 | 111.6 | 110.6 | 129 | 181.8 | 9.3 | 154.7 | 125.8 | 120.0 | 542 | 2.4 | 349 | 1,043 | 1,239 |
| Oct. | 111.4 | 112.0 | 111.2 | 127 | 185.4 | 9.9 | 161.7 | 127.7 | 120.3 | 512 | 2.3 | 363 | 982 | 1,385 |
| Nov. | 110.4 | 111.7 | 112.1 | 126 | 186.8 | 10.3 | 166.0 | 129.0 | 121.0 | 486 | 2.2 | 368 | 1,022 | 1,304 |
| Dec. | 106.6 | 107.5 | 112.6 | 103 | 188.2 | 10.6 | 175.1 | 130.6 | 122.0 | 470 | 2.1 | 362 | 1,019 | 1,354 |
| 1974 Jan. | 101.5 | 102.5 | 109.2 | 93 | 191.8 | 12.0 | 210.7 | 134.1 | 123.7 | 535 | 2.4 | 304 | 1,012 | 1,391 |
| Feb. | 103.3 | 106.8 | 110.2 | 109 | 101.7† | 13.2 | 215.1 | 138.5 | 124.7 | 549 | 2.4 | 278 | 1,153 | 1,599 |
| Mar. | 106.3 | 108.1 | 110.1 | 106 | 102.6 | 13.5 | 217.0 | 142.2 | 126.5 | 545 | 2.4 | 274 | 1,208 | 1,675 |
| Apr. | 108.1 | 109.5 | 108.1 | 96 | 106.1 | 15.2 | 217.4 | 146.3 | 127.6 | 546 | 2.4 | 297 | 1,255 | 1,662 |
| May | 108.1 | 108.9 | 105.8 | 105 | 107.6 | 15.9 | 216.0 | 148.9 | 131.5 | 548 | 2.4 | 314 | 1,270 | 1,747 |
| June | 109.3 | 110.8 | 108.3 | 111 | 108.7 | 16.5 | 213.9 | 151.1 | 136.1 | 561 | 2.5 | 317 | 1,325 | 1,802 |
| July | 110.0 | 111.1 | 109.3 | 105 | 109.7 | 17.1 | 214.6 | 153.5 | 138.7 | 582 | 2.6 | 317 | 1,328 | 1,805 |
| Aug. | 110.5 | 112.4 | 111.5 | 103 | 109.8 | 16.9 | 217.3 | 155.7 | 144.3 | 606 | 2.7 | 298 | 1,378 p | 1,699 p |
| Sept. | | | 112.1 | 116 | 111.0 | 17.1 | 216.5 | 158.1 | 145.0 | 612 | 2.7 | 303 | 1,417 p | 1,795 p |
| Oct. | | | | | | | | | | 607 p | 2.7 p | 297 p | | |
| % change latest 3 months on prev. 3 months | +2.3 | +2.4 | +3.3 | +7.0 | +2.5 | | −0.1 | +4.6 | +8.3 | +7.9 | | −5.3 | +7.1 | +1.7 |
| on a year earlier | −0.5 | −0.1 | +0.5 | −24.7 | +17.0 | | +43.3 | +25.4 | +20.3 | +12.9 | | −13.8 | +38.1 | +47.5 |

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April 1973, affected by changes due to VAT. † Base of index Jan 1974 = 100.

# Metal-working machine tools

**Sales and orders in July and analysis by broad groups in the first quarter of 1974**

This article presents in Table 1 provisional monthly statistics of manufacturers' sales and orders for metal working machine tools up to July of this year and, in Table 2, a breakdown by major groups up to the first quarter of 1974.

These monthly values of sales and orders will be published in Business Monitor PM 332 and the results of the quarterly inquiry will be published in Business Monitor PQ 332. The monthly estimates up to and including March of this year have been adjusted to be consistent with the more comprehensive quarterly results now available.

**Symbols used in all statistical tables**

| | |
|---|---|
| .. not available | r revised |
| — nil or less than half the final digit shown | * five week period |
| p provisional | ø fifty-three week period |


**Summary**

The latest monthly statistics show that new orders for both home and export markets have continued to rise. The current values of sales, particularly those for export, have also increased but the strong inflow of new orders, well above current levels of sales, has led to further lengthening of orders-on-hand. These increases partly reflect rising prices but some growth in the volume of activity and new ordering has also contributed.

The analysis of quarterly statistics by broad groups of machine tools show that, despite the period of the power emergency and three day working earlier this year, sales and orders for numerically controlled systems increased in the first quarter of 1974 compared with the previous quarter. In the same period, however, sales and new orders for non-numerically controlled machine tools fell slightly.


**Recent trends for machine tools**

Monthly statistics are now available for the first seven months of 1974. Sales in the three months up to July increased significantly over the preceding three months, with the major growth being reported for exports. Home sales were at the highest level since

TABLE 1 **Metal-working machine tools: orders and sales**

£ million

| | Sales | | | Orders outstanding | | | New orders | | |
|---|---|---|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1966 | 164.0 | 118.9 | 45.1 | 110.7 | 78.0 | 32.7 | 160.1 | 114.1 | 46.0 |
| 1967 | 171.2 | 123.9 | 47.3 | 100.9 | 54.1 | 46.8 | 161.4 | 100.0 | 61.4 |
| 1968 | 168.8 | 113.5 | 55.1 | 116.1 | 61.7 | 54.4 | 183.8 | 121.1 | 62.7 |
| 1969 | 189.1 | 119.1 | 70.0 | 164.2 | 93.3 | 70.9 | 237.2 | 150.7 | 86.5 |
| 1970 | 218.6 | 137.3 | 81.3 | 159.5 | 86.8 | 72.7 | 213.9 | 130.8 | 83.1 |
| 1971 | 207.7 | 121.7 | 86.0 | 106.0 | 46.0 | 60.0 | 154.2 | 80.9 | 73.3 |
| 1972 | 184.7 | 111.6 | 73.1 | 113.3 | 55.7 | 57.6 | 192.0 | 121.3 | 70.7 |
| 1973 p | 213.0 | 129.0 | 84.0 | 203.0 | 111.9 | 91.1 | 302.7 | 185.2 | 117.5 |
| 1973 1st quarter | 56.0 | 36.4 | 19.6 | 122.7 | 62.6 | 60.1 | 65.4 | 43.3 | 22.1 |
| 2nd quarter | 49.8 | 29.4 | 20.4 | 143.4 | 76.0 | 67.4 | 70.5 | 42.8 | 27.7 |
| 3rd quarter | 51.2 | 29.6 | 21.6 | 175.6 | 94.8 | 80.8 | 83.4 | 48.5 | 35.0 |
| 4th quarter p | 56.0 | 33.6 | 22.4 | 203.0 | 111.9 | 91.1 | 83.4 | 50.7 | 32.7 |
| 1974 1st quarter p | 53.8 | 32.8 | 21.0 | 225.0 | 120.8 | 104.2 | 75.8 | 41.7 | 34.1 |
| 2nd quarter p | 56.9 | 32.7 | 24.2 | 250.7 | 131.3 | 119.4 | 82.6 | 43.2 | 39.4 |
| 1973 January | 17.5 | 11.8 | 5.7 | 115.7 | 57.1 | 58.6 | 19.9 | 13.2 | 6.7 |
| February | 18.0 | 11.6 | 6.4 | 115.7 | 56.5 | 59.2 | 18.0 | 11.0 | 7.0 |
| March | 20.5 | 13.0 | 7.5 | 122.7 | 62.6 | 60.1 | 27.5 | 19.1 | 8.4 |
| April | 15.2 | 8.4 | 6.8 | 134.3 | 68.1 | 66.2 | 26.8 | 13.9 | 12.9 |
| May | 15.8 | 9.7 | 6.1 | 135.8 | 68.4 | 67.4 | 17.3 | 10.0 | 7.3 |
| June | 18.8 | 11.3 | 7.5 | 143.4 | 76.0 | 67.4 | 26.4 | 18.9 | 7.5 |
| July | 14.3 | 8.8 | 5.5 | 151.7 | 80.2 | 71.5 | 22.6 | 13.0 | 9.6 |
| August | 16.3 | 9.0 | 7.3 | 164.6 | 85.6 | 79.0 | 29.2 | 14.4 | 14.8 |
| September | 20.6 | 11.8 | 8.8 | 175.6 | 94.8 | 80.8 | 31.6 | 21.0 | 10.6 |
| October p | 18.0 | 10.3 | 7.7 | 182.6 | 101.8 | 80.8 | 25.0 | 17.3 | 7.7 |
| November p | 21.9 | 12.8 | 9.1 | 191.5 | 106.7 | 84.8 | 30.8 | 17.7 | 13.1 |
| December p | 18.1 | 10.5 | 5.6 | 203.0 | 111.9 | 91.1 | 27.6 | 15.7 | 11.9 |
| 1974 January p | 14.9 | 9.1 | 5.8 | 210.6 | 114.7 | 95.9 | 22.5 | 11.9 | 10.6 |
| February p | 17.4 | 10.0 | 7.4 | 220.5 | 118.9 | 101.6 | 27.3 | 14.2 | 13.1 |
| March p | 21.5 | 13.7 | 7.8 | 225.0 | 120.8 | 104.2 | 26.0 | 15.6 | 10.4 |
| April p | 17.0 | 9.8 | 7.2 | 234.3 | 123.7 | 110.6 | 26.3 | 12.7 | 13.6 |
| May p | 20.5 | 12.2 | 8.3 | 241.1 | 127.8 | 113.3 | 27.3 | 16.3 | 11.0 |
| June p | 19.4 | 10.7 | 8.7 | 250.7 | 131.3 | 119. 4 | 29.0 | 14.2 | 14.8 |
| July p | 20.7 | 11.8 | 8.9 | 256.9 | 133.6 | 123.3 | 26.9 | 14.1 | 12.8 |
| *Three monthly totals** | | | | | | | | | |
| May-July 1974 | 60.6 | 34.7 | 25.9 | 256.9 | 133.6 | 123.3 | 83.2 | 44.6 | 38.6 |
| February-April 1974 | 55.9 | 33.5 | 22.4 | 234.3 | 123.7 | 110.6 | 79.6 | 42.5 | 37.1 |
| May-July 1973 | 48.9 | 29.8 | 19.1 | 151.7 | 80.2 | 71.5 | 66.3 | 41.9 | 24.4 |
| *Percentage change latest three months on:* | | | | | | | | | |
| 1. Previous three months | +8 | +4 | +16 | +10 | +8 | +11 | +4½ | +5 | +4 |
| 2. A year earlier | +24 | +16 | +36 | +69 | +67 | +72 | +25 | +6 | +58 |

p = provisional. * The values for orders outstanding relate to the ends of the periods shown.

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**TABLE 2 Sales**

£ million

| | Numerically controlled machine tools | | | Non-numerically controlled metal-cutting machine tools | | | Non-numerically controlled metal-forming machine tools | | | Total metal-working machine tools | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Home | Export | Total | Home | Export | Total | Home | Export | Total | Home | Export |
| 1971 | 18.8 | 9.2 | 9.6 | 137.3 | .. | .. | 51.4 | .. | .. | 207.7 | 121.7 | 86.0 |
| 1972 | 11.2 | 6.1 | 5.1 | 123.5 | 74.0 | 49.5 | 49.9 | 31.4 | 18.5 | 184.7 | 111.6 | 73.1 |
| 1973 | 13.8 | 8.0 | 5.8 | 140.9 | 84.4 | 56.5 | 58.3 | 36.6 | 21.7 | 213.0 | 129.0 | 84.0 |
| 1973 1st quarter | 4.0 | 2.4 | 1.6 | 37.4 | 24.0 | 13.4 | 14.6 | 10.0 | 4.6 | 56.0 | 36.4 | 19.6 |
| 2nd quarter | 3.3 | 2.0 | 1.3 | 32.8 | 19.6 | 13.2 | 13.7 | 7.8 | 5.9 | 49.8 | 29.4 | 20.4 |
| 3rd quarter | 3.0 | 1.7 | 1.3 | 34.6 | 19.6 | 15.0 | 13.7 | 8.5 | 5.2 | 51.2 | 29.6 | 21.6 |
| 4th quarter | 3.6 | 2.1 | 1.5 | 36.1 | 21.1 | 15.0 | 16.3 | 10.3 | 6.0 | 56.0 | 33.6 | 22.4 |
| 1974 1st quarter p | 3.7 | 2.2 | 1.5 | 35.5 | 21.0 | 14.5 | 14.6 | 9.6 | 5.0 | 53.8 | 32.8 | 21.0 |
| *Percentage change* | | | | | | | | | | | | |
| 1. 1st quarter 1974 on 4th quarter 1973 | +3 | +5 | — | −2 | — | −3 | −10 | −7 | −17 | −4 | −2 | −6 |
| 2. 1st quarter 1974 on 1st quarter 1973 | −8 | −8 | −6 | −5 | −12 | +8 | — | −4 | +9 | −4 | −10 | +7 |
| **New orders** | | | | | | | | | | | | |
| 1971 | 11.1 | 5.6 | 5.5 | .. | .. | .. | .. | .. | .. | 154.2 | 80.9 | 73.3 |
| 1972 | 16.1 | 11.1 | 5.8 | 126.7 | 80.1 | 46.6 | 48.4 | 30.2 | 18.2 | 192.0 | 121.3 | 70.7 |
| 1973 | 19.1 | 11.2 | 7.9 | 201.9 | 122.9 | 79.0 | 81.7 | 51.2 | 30.5 | 302.7 | 185.2 | 117.5 |
| 1973 1st quarter | 3.3 | 2.0 | 1.3 | 44.1 | 28.9 | 15.2 | 18.0 | 12.4 | 5.6 | 65.4 | 43.3 | 22.1 |
| 2nd quarter | 4.5 | 2.5 | 2.0 | 49.4 | 30.4 | 19.0 | 16.6 | 9.9 | 6.7 | 70.5 | 42.8 | 27.7 |
| 3rd quarter | 5.4 | 2.7 | 2.7 | 54.0 | 31.2 | 22.8 | 24.0 | 14.4 | 9.6 | 83.4 | 48.4 | 35.0 |
| 4th quarter | 5.9 | 4.0 | 1.9 | 54.4 | 32.3 | 22.1 | 23.1 | 14.4 | 8.7 | 83.4 | 50.7 | 32.7 |
| 1974 1st quarter | 7.7 | 5.3 | 2.4 | 47.9 | 25.9 | 22.0 | 20.2 | 10.5 | 9.7 | 75.8 | 41.7 | 34.1 |
| *Percentage change:* | | | | | | | | | | | | |
| 1. 1st quarter 1974 on 3rd quarter 1973 | +31 | +33 | +26 | −12 | −20 | — | −13 | −27 | +11 | −9 | −18 | +4 |
| 2. 1st quarter 1974 on 1st quarter 1973 | +133 | +165 | +85 | +9 | −10 | +45 | +12 | −15 | +73 | +16 | −4 | +54 |

p = provisional.
.. = not available.
Due to rounding constituent figures may not sum to their respective totals.

the first quarter of 1973, while export sales were at a record level and 16 per cent higher than in the preceding three months. The value of total sales in the latest period (May-July) were 8 per cent higher than in February-April and nearly a quarter more than those recorded a year earlier. A part of this growth represents the effects of higher prices, but some increase in the volume of sales has occurred.

The latest figures of net new orders show that during the period May-July the rate of inflow of new business has been similar to that achieved before the power emergency. Total new orders during the latest three months were 25 per cent more by value than in the corresponding months a year earlier, of which orders received for export rose by nearly 60 per cent. Since the levels of new orders continued to be well in excess of those of sales, the values of total orders-on-hand at the end of July had risen to nearly £260 million, an increase of 10 per cent compared with the value at the end of April and 70 per cent more than at July 1973. These significant increases reflect both the effects of rising prices and growth by volume of new orders and orders-on-hand.

### Trends for broad groups

Table 2 shows statistics for sales and new orders of metal working machine tools which are now available from the quarterly inquiry for the first quarter of 1974. Although in general sales and new orders fell a little from the level in the fourth quarter of 1973, the declines for all classes of machine tools were small having regard to the power emergency and the three day working in January and February. New orders continued to be gained for home and export markets at rates well above the levels of sales, so that order books (not shown in Table 2) expanded further.

The market for the relatively small category of numerically controlled systems remained buoyant. Sales and especially new orders in the first quarter showed, in fact, further growth of 3 and 31 per cent respectively compared with the fourth quarter of last year, with increased demand arising mainly from the home market. For non-numerically controlled metal-cutting machine tools, the largest sector, total sales were only 2 per cent lower in the first quarter than in the preceding quarter with a slight easing back in export sales. Although total new orders fell back by 12 per cent as a result of a reduced inflow of home orders, the latter nevertheless remained high, at about 20 per cent above the average level of sales.

Sales of non-numerically controlled metal-forming tools, the second largest of the three groups, were 10 per cent lower in the first quarter of this year than the high level reached in the last quarter of 1973. Nevertheless they were still at the same level as a year earlier and equalled the average rate reached in 1973 as a whole. Home sales, indeed, remained slightly higher than the 1973 average. The values of new orders for this class of machine tools fell back by 13 per cent in the first quarter to about the average of last year, with a sharper fall for home orders, partially offset by a further rise in export orders.


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# Engineering industries sales and orders (SIC Orders VII, VIII and IX)

The provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders up to July 1974 are published in the accompanying table. The volume of total sales has been rising strongly in recent months, with growth to both home and export markets, but net new orders have been falling and order books have levelled out.

The volume of total sales increased by 4 per cent over the three months April to July and the latest trend has reached a level similar to that in the second half of 1973. Home sales over the latest three months have been recovering from their depressed level earlier this year but are still about 3 per cent below the levels reached last autumn, while export sales have continued to expand strongly, with a rise of 5½ per cent in the trend over the three months April to July.

The most recent figures of net new orders, now show that the trends in new business have been declining in recent months. In the home market this reflects the changed economic situation and a lower investment outlook, while the less vigorous, but still healthy, inflow of new export orders is consistent with the less buoyant

## Index numbers for the combined engineering industries (SIC Orders vii, viii and ix) (a)

These indices have been rebased on 1970 and are not comparable with those published previously.

Volume index numbers: Orders-on-hand, December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

| | Total | | | Home | | | Export | | |
|---|---|---|---|---|---|---|---|---|---|
| | Orders-on-hand (end of period) | Net new orders | Sales | Orders-on-hand (end of period) | Net new orders | Sales | Orders-on-hand (end of period) | New net orders | Sales |
| Trend Estimates | | | | | | | | | |
| 1973 April | 109 | 131 | 112 | 114 | 136 | 117 | 99 | 120 | 101 |
| May | 112 | 133 | 113 | 117 | 137 | 117 | 101 | 124 | 102 |
| June | 115 | 136 | 113 | 120 | 139 | 118 | 105 | 128 | 102 |
| July | 118 | 138 | 114 | 123 | 140 | 118 | 108 | 134 | 103 |
| August | 121 | 140 | 114 | 125 | 141 | 119 | 112 | 138 | 103 |
| September | 124 | 141 | 114 | 128 | 140 | 118 | 117 | 142 | 103 |
| October | 128 | 139 | 113 | 131 | 137 | 118 | 122 | 144 | 103 |
| November | 131 | 135 | 112 | 133 | 132 | 116 | 127 | 144 | 103 |
| December | 133 | 130 | 111 | 134 | 125 | 114 | 131 | 144 | 103 |
| 1974 January | 135 | 125 | 110 | 135 | 118 | 112 | 136 | 143 | 104 |
| February | 137 | 121 | 109 | 135 | 112 | 111 | 140 | 142 | 106 |
| March | 138 | 118 | 110 | 135 | 109 | 110 | 144 | 140 | 108 |
| April | 139 | 116 | 111 | 134 | 108 | 111 | 147 | 137 | 111 |
| May | 139 | 115 | 112 | 134 | 107 | 112 | 149 | 134 | 113 |
| June | 139 | 114 | 114 | 133 | 107 | 113 | 151 | 130 | 115 |
| July | 140 | 113 | 115 | 133 | 108 | 115 | 153 | 126 | 117 |
| Percentage change (b) | | | | | | | | | |
| April-July 1974 | 1.0 | −2.5 | 4.0 | −1.0 | – | 3.5 | 4.0 | −8.0 | 5.5 |
| Seasonally adjusted | | | | | | | | | |
| 1969 | 101 | 100 | 97 | 102 | 99 | 99 | 100 | 102 | 91 |
| 1970 | 100 | 99 | 100 | 100 | 99 | 100 | 100 | 100 | 100 |
| 1971 | 93 | 97 | 101 | 95 | 98 | 101 | 89 | 93 | 102 |
| 1972 | 99 | 103 | 101 | 103 | 108 | 105 | 90 | 91 | 92 |
| 1973 | 134 | 134 | 113 | 135 | 136 | 117 | 131 | 130 | 102 |
| 1973 1st quarter | 106 | 129 | 113 | 111 | 134 | 118 | 97 | 116 | 101 |
| 2nd quarter | 114 | 131 | 111 | 119 | 134 | 115 | 105 | 124 | 101 |
| 3rd quarter | 125 | 142 | 114 | 128 | 143 | 118 | 117 | 139 | 104 |
| 4th quarter | 134 | 135 | 113 | 135 | 132 | 117 | 131 | 143 | 104 |
| 1974 1st quarter | 137 | 118 | 109 | 134 | 108 | 111 | 144 | 141 | 105 |
| 2nd quarter | 140 | 118 | 111 | 134 | 111 | 110 | 152 | 137 | 114 |
| 1973 July | 118 | 144 | 115 | 123 | 150 | 120 | 108 | 132 | 105 |
| August | 121 | 135 | 114 | 125 | 133 | 117 | 112 | 139 | 104 |
| September | 125 | 146 | 112 | 128 | 146 | 117 | 117 | 145 | 102 |
| October | 127 | 131 | 114 | 130 | 130 | 119 | 121 | 135 | 102 |
| November | 131 | 147 | 116 | 133 | 142 | 121 | 127 | 157 | 104 |
| December | 134 | 128 | 110 | 135 | 125 | 112 | 131 | 137 | 105 |
| 1974 January | 136 | 126 | 105 | 136 | 117 | 107 | 137 | 148 | 99 |
| February | 137 | 115 | 111 | 136 | 107 | 112 | 140 | 136 | 109 |
| March | 137 | 112 | 112 | 134 | 101 | 114 | 144 | 138 | 106 |
| April | 139 | 122 | 110 | 134 | 111 | 108 | 148 | 147 | 115 |
| May | 140 | 118 | 109 | 135 | 113 | 108 | 150 | 130 | 110 |
| June | 140 | 116 | 115 | 134 | 108 | 114 | 152 | 134 | 117 |
| July | 139 | 109 | 118 | 132 | 105 | 119 | 152 | 118 | 116 |
| Feb.-Apr. 1974 (av). | 139 | 116 | 111 | 134 | 106 | 111 | 148 | 140 | 110 |
| May-July 1974 (av.) | 139 | 114 | 114 | 132 | 109 | 114 | 152 | 127 | 114 |
| Percentage change (b) | – | −2.0 | 2.5 | −1.5 | 2.5 | 2.5 | 3.0 | −9.5 | 4.0 |

(a) All figures are provisional: see introductory notes in Business Monitor PM 33–36.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.


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economic prospects in our main overseas markets following the oil emergency. Total net new orders decreased by about 2½ per cent over the period April-July and by the end of the period were about equal to sales. Total orders on hand consequently remained practically unchanged at very high levels.

Export new orders have fallen from the record levels of the last quarter of 1973 but are still above the level of sales so that export order books have continued to grow, with an increase in volume of 4 per cent between April and July. New home engineering orders appear to have stabilised at a lower level in recent months, just below sales. As a result home orders on hand have declined a little from the levels of earlier this year but continue at near record levels.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to July 1974. The response rate of 80 per cent to the inquiry for July is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for April, May and June, response rates for these months were 89, 89 and 90 per cent respectively.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders) is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical, instrument and electrical engineering respectively).

# Energy saving trend confirmed

New evidence that the growth in energy consumption of recent years has halted is contained in the October issue of *Energy Trends* the Department of Energy's monthly statistical bulletin.

There are two major indicators of this trend:

a 2 per cent drop in the consumption of primary fuels during August, compared with August 1973;

a 2 per cent drop in energy consumed by final users (in terms of actual heat supplied) throughout the second quarter of 1974, compared with the same period of last year.

Two major areas of reduced consumption in the second quarter were the iron and steel industry (down by about 15 per cent) and the transport sector in which petroleum consumption was down 4 per cent.

Domestic consumption was down marginally although the growth in the natural gas market continued.

Although the July figures suggested that electricity consumption was returning to a normal growth pattern, electricity output in August was almost exactly at last year's level. *Energy Trends* suggests that the impact of higher electricity prices was reaching consumers and, perhaps, reinforcing the industry's plea to 'use energy wisely'.

Refinery throughput and inland deliveries of petroleum products confirm the trend of reduced consumption. Total refinery throughput of crude and process oils in August was about 7 per cent down on the same period in 1973. Motor spirit deliveries to distributors in August were down by nearly 5 per cent compared with the same month last year.

At the end of September, coal stocks at power stations stood at 13.5 million tons. Although this was below the level of stocks at the start of the last three winters, it compares well with stock levels in the years prior to 1971 when coal-burn for electricity generation was about the same as that expected in the coming winter.

There was a small net increase in coal industry manpower in September, in contrast to September 1973 when nearly 3,000 men left the industry.

Crude oil arrivals in July were down 9 per cent on last year's level. This probably reflects the low level of consumption of petroleum products and the high level of stocks held by oil companies.

**Notes**

Overall energy consumption during the past 10 years (1963-73) has shown an average growth rate of nearly 2 per cent a year, on a primary fuel input basis.

*Energy Trends* is prepared by the Economics and Statistics Division of the Department of Energy. Copies are available, free, from: Information Division, Department of Energy, Room 1203, Thames House South, Millbank, London SW1P 4QJ.

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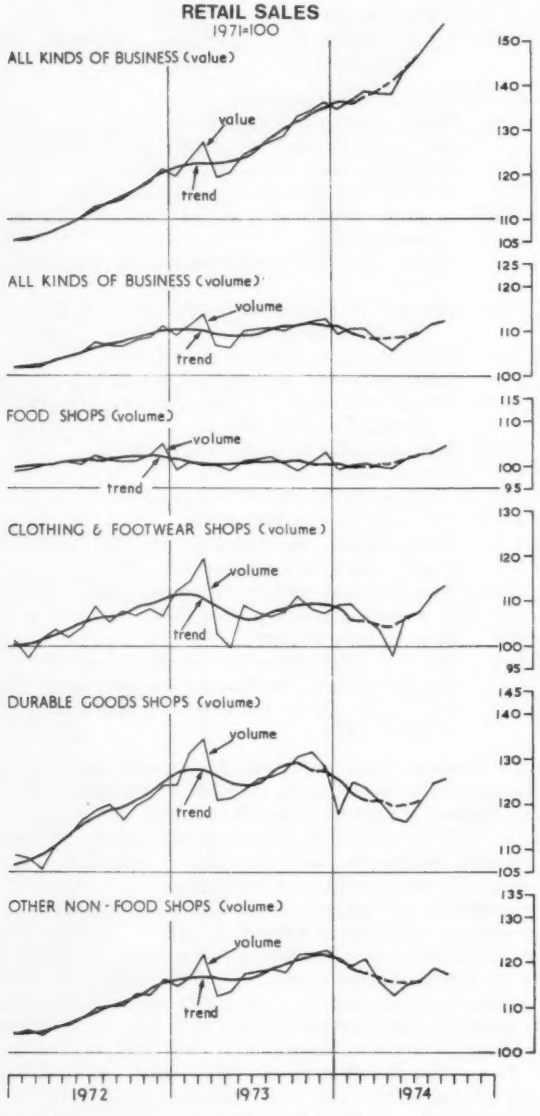
# Retail sales in September

**Volume**

The final seasonally adjusted index of the volume of retail sales in September is 112.1 (1971 = 100), in line with the provisional estimate and showing a small increase over the August level. There was a further increase in sales by food shops; sales by the major non-food components of the index were little changed.

Following the recovery in the volume of trade during the period June to August, the latest figure indicates that the August level of trade has been maintained in September. The recovery had stemmed, probably, from a number of factors, including the increase in pensions, the threshold payments and the cut in the rate of Value Added




The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

The monthly periods consist of four weeks except those marked * which are of five weeks. The September 1974 sales period was the five weeks from 25 August 1974 to 28 September 1974. The corresponding period in 1973 was from 26 August 1973 to 29 September 1973.

(†) Including department stores and mail order businesses.

New seasonal adjustments have been calculated for the four broad kinds of business – food shops, clothing and footwear shops, durable goods shops and other non-food shops – for both the value and volume series. As before, the series for all kinds of business and for non-food shops are derived by weighting together the appropriate component series.

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for October and the increase in the value of sales compared with a year earlier will be published later this month.

r = Revised figure (see note above).

## TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

| (Sales in 1971 £ million Provisional estimates) | All kinds of business (15,895) | Food shops (6,693) | Non-food shops Total (9,202) | Clothing and footwear shops (2,314) | Durable goods shops (1,801) | Other non-food shops (†) (5,087) |
|---|---|---|---|---|---|---|
| 1971 | 100.0 | 100.0 | 100.0 | 100 | 100 | 100 |
| 1972 | 105.8 | 101.5 | 109.0 | 105 | 115 | 109 |
| 1973 | 110.7 | 101.0 | 117.7 | 109 | 127 | 118 |
| 1972 1st quarter | 102.1 | 99.9 r | 103.7 r | 100 | 107 | 104 |
| 2nd quarter | 104.8 r | 101.1 r | 107.4 r | 104 | 114 | 107 |
| 3rd quarter | 107.3 r | 101.7 r | 111.4 r | 108 | 118 | 111 r |
| 4th quarter | 109.2 r | 103.1 r | 113.5 r | 107 | 122 | 114 |
| 1973 1st quarter | 118.8 | 100.8 r | 119.8 r | 116 | 130 r | 118 |
| 2nd quarter | 108.3 r | 100.7 r | 113.8 r | 105 r | 122 | 115 |
| 3rd quarter | 110.6 r | 101.4 r | 117.3 r | 108 | 127 | 118 |
| 4th quarter | 112.0 r | 101.3 r | 119.8 r | 109 | 130 | 121 r |
| 1974 1st quarter | 109.9 r | 100.1 r | 117.0 r | 107 r | 122 | 120 |
| 2nd quarter | 107.5 r | 100.8 r | 112.3 r | 103 | 118 | 115 r |
| 3rd quarter | 111.1 | 103.2 | 116.8 | 111 | 124 | 117 |
| 1973 July | 110.4 r | 101.4 r | 116.9 r | 108 | 126 | 118 |
| August | 110.7 r | 101.9 r | 117.2 r | 107 | 126 | 119 r |
| September* | 110.6 r | 101.0 r | 117.7 r | 108 | 128 | 118 |
| October | 111.2 r | 99.4 r | 119.7 r | 110 r | 129 r | 121 |
| November | 112.1 r | 100.9 r | 120.3 r | 109 | 132 | 121 r |
| December* | 112.6 r | 103.1 r | 119.4 r | 108 | 128 r | 121 r |
| 1974 January | 109.2 r | 99.4 r | 116.4 r | 108 r | 117 r | 120 |
| February | 110.2 r | 100.3 r | 117.5 r | 108 r | 125 | 119 |
| March* | 110.1 r | 100.6 r | 117.0 r | 106 r | 123 | 120 |
| April | 108.1 r | 100.3 r | 113.3 r | 105 r | 120 r | 116 |
| May | 105.8 r | 100.2 r | 109.8 r | 98 | 117 | 113 r |
| June* | 108.3 r | 101.7 r | 113.2 r | 106 r | 116 | 115 |
| July | 109.3 r | 102.3 r | 114.4 r | 107 r | 120 | 116 r |
| August | 111.5 | 102.7 r | 117.9 r | 112 r | 125 | 118 |
| September* | 112.1 | 104.3 | 117.8 | 113 | 125 | 117 |
| 1974 April-June | 107.5 r | 100.8 r | 112.3 r | 103 | 118 | 115 r |
| July-Sept. | 111.1 | 103.2 | 116.8 | 111 | 124 | 117 |
| *Percentage increase* | 3.3 | 2.4 | 4.0 | 7 | 5 | 2 |

## TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

| (Sales in 1971 £ million Provisional estimates) | All kinds of business (15,895) | Food shops (6,693) | Non-food shops Total (9,202) | Clothing and footwear shops (2,314) | Durable goods shops (1,801) | Other non-food shops (†) (5,087) |
|---|---|---|---|---|---|---|
| 1971 | 100.0 | 100.0 | 100.0 | 100 | 100 | 100 |
| 1972 | 112.0 | 108.9 | 114.2 r | 112 | 118 | 114 |
| 1973 | 126.9 | 122.8 | 129.9 | 128 | 136 | 128 |
| 1972 1st quarter | 105.8 r | 104.7 | 106.6 r | 104 r | 190 | 107 |
| 2nd quarter | 109.3 r | 106.4 r | 111.4 r | 110 | 115 | 111 r |
| 3rd quarter | 114 1 r | 110.2 r | 117.0 r | 116 | 121 | 116 r |
| 4th quarter | 118.6 r | 114.3 r | 121.7 r | 118 r | 127 r | 121 r |
| 1973 1st quarter | 123.5 r | 115.5 r | 129.3 r | 130 r | 138 | 126 |
| 2nd quarter | 122.0 r | 119.9 r | 123.6 r | 121 | 128 | 123 |
| 3rd quarter | 127.8 r | 124.5 r | 130.2 r | 129 r | 136 r | 129 |
| 4th quarter | 134.2 r | 131.3 r | 136.3 r | 134 | 141 r | 136 r |
| 1974 1st quarter | 136.7 r | 134.6 r | 138.2 r | 139 r | 135 | 139 |
| 2nd quarter | 140.5 r | 139.7 r | 141.0 r | 141 | 135 | 143 |
| 3rd quarter | 150.5 | 147.8 | 152.4 | 157 | 146 | 153 |
| 1973 July | 126.2 r | 122.6 r | 128.9 r | 127 | 134 | 128 |
| August | 127.5 r | 124.0 r | 130.0 r | 128 r | 134 r | 129 |
| September* | 129.3 r | 126.3 | 131.5 r | 130 | 138 r | 130 r |
| October | 132.4 r | 128.4 r | 135.3 r | 134 r | 139 r | 135 |
| November | 134.1 r | 130.9 r | 136.4 r | 133 r | 143 | 135 r |
| December* | 135.7 r | 134.0 r | 137.0 r | 135 r | 141 r | 137 r |
| 1974 January | 134.6 r | 133.1 r | 135.6 r | 137 r | 129 r | 137 |
| February | 136.8 r | 134.2 r | 138.7 r | 141 r | 137 | 138 |
| March* | 138.2 r | 136.1 r | 139.8 r | 139 r | 137 | 141 r |
| April | 138.8 r | 137.4 r | 139.8 r | 140 | 135 r | 141 |
| May | 138.5 r | 139.0 r | 138.2 r | 134 r | 135 r | 141 |
| June* | 143.4 r | 142.1 r | 144.4 r | 147 | 136 | 146 |
| July | 146.5 r | 144.6 r | 147.8 r | 149 r | 142 r | 149 |
| August | 150.4 r | 146.6 r | 153.1 r | 158 r | 146 | 154 r |
| September* | 153.5 | 151.3 | 155.5 | 167 | 148 | 155 |
| 1974 April-June | 140.5 r | 139.7 r | 141.0 | 141 | 135 | 143 |
| July-Sept. | 150.5 | 147.8 | 152.4 | 157 | 146 | 153 |
| *Percentage increase* | 7.1 | 5.8 | 8.1 | 11 | 8 | 7 |

Tax. The effect of these factors on the volume of trade in September is likely to have been broadly similar to that in August.

With the recent recovery in trade, the average volume of retail sales in the third quarter was about 2¼ per cent above the average level in the first half of the year, when trade was relatively depressed, and slightly below the average level in the second half of last year.

Within the total, the average volume of sales by food shops in the third quarter was 2½ per cent above the average in the first half of the year; sales by clothing and footwear shops were 5 per cent up; sales by durable goods shops were 3 per cent up, and sales by 'other non-food' shops (which include department stores and mail-order businesses) were little changed.

Taking the first three quarters of the year together, the average volume of total sales was ¾ per cent below the average level in the corresponding period of 1973.

**Value**

Based on non-seasonally adjusted data, the value of total retail sales in September shows a rise of 19 per cent compared with September of last year. On the longer term comparison, the cumulative value of sales in the first three quarters of this year was 15 per cent above the corresponding period last year.

# Hire purchase and other instalment credit business in September

Finance houses and retailers advanced £217 million in new instalment credit agreements in September (in seasonally adjusted terms). This brought total advances in the third quarter to £648 million, 6 per cent more than in the second quarter but still less than the quarterly average in 1973. Finance houses advanced £92 million in September and £271 million in the third quarter as a whole, 6 per cent more than in the second quarter. Retailers advanced £125 million in September and £377 million in the third quarter, their highest quarterly total to date.

The total value of instalment credit sales by retailers in the third quarter was 6 per cent more than in the second quarter. Experiences varied between the three broad groups of retail businesses. Durable goods shops sales increased by 7 per cent, department stores' sales by 13 per cent and other instalment credit retailers (mainly mail order businesses) sales by 4 per cent between the two quarterly periods.

The debt outstanding to finance houses (ie the value of instalments to be paid in the future on all agreements taken out before the end of September) decreased by a further £4 million in September. This was the smallest decrease this year and brought the total fall during the third quarter to £28 million compared with a fall of £45 million in the second quarter. The debt outstanding to retailers increased slightly in September; it had increased by £12 million in the quarter as a whole following no change in the second quarter. At the end of September the total debt outstanding to retailers and finance houses was £2,294 million (*not* seasonally adjusted), 3 per cent less than a year earlier.

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**TABLE 1 Hire-Purchase and other instalment credit business seasonally adjusted**

£ million

| | Total | | Finance Houses† | | Retailers‡ | |
|---|---|---|---|---|---|---|
| | New credit extended | Increase in debt | New credit extended | Increase in debt | New credit extended | Increase in debt |
| 1969 | 1,587 | −20 | 701 | −21 | 886 | 1 |
| 1970 | 1,735 | 84 | 822 | 58 | 913 | 26 |
| 1971 | 2,053 | 240 | 990 | 165 | 1,063 | 75 |
| 1972 | 2,497 | 424 | 1,222 | 296 | 1,275 | 128 |
| 1973 | 2,871 | 438 | 1,453 | 332 | 1,418 | 106 |
| 1973 1st quarter | 761 | 171 | 397 | 131 | 364 | 40 |
| 2nd quarter | 681 | 87 | 338 | 62 | 343 | 25 |
| 3rd quarter | 717 | 103 | 366 | 82 | 351 | 21 |
| 4th quarter | 712 | 77 | 352 | 57 | 360 | 20 |
| 1974 1st quarter | 576 | −69 | 233 | −56 | 343 | −13 |
| 2nd quarter | 612 | −45 | 255 | −45 | 357 | — |
| 3rd quarter | 648 | −16 | 271 | −28 | 377 | 12 |
| 1974 January | 198 | −31 | 82 | −19 | 116 | −12 |
| February | 186 | −24 | 76 | −19 | 110 | −5 |
| March | 192 | −14 | 75 | −18 | 117 | 4 |
| April | 201 | −14 | 83 | −16 | 118 | 2 |
| May | 206 | −17 | 89 | −12 | 117 | −5 |
| June | 205 | −14 | 83 | −17 | 122 | 3 |
| July | 216 | −9 | 93 | −10 | 123 | 1 |
| August | 215 | −4 | 86 | −14 | 129 | 10 |
| September | 217 | −3 | 92 | −4 | 125 | 1 |
| 1974 April-June | 612 | −45 | 255 | −45 | 357 | — |
| July-September | 648 | −16 | 271 | −28 | 377 | 12 |
| *Percentage increase* | 6 | | 6 | | 6 | |
| Debt outstanding at 31 December 1973 (unadjusted) | — | 2,485 | — | 1,638 | — | 847 |

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

**TABLE 2 Retailers' instalment credit sales seasonally adjusted**

Index numbers of value of sales per week (current prices) 1966 = 100

| | Total† | Durable goods shops | Department stores | Other instalment credit retailers‡ |
|---|---|---|---|---|
| H P and other instalment credit sales in 1966 § £ million | (862) | (327) | (46) | (489) |
| 1969 | 111 | 100 | 113 | 117 |
| 1970 | 121 | 112 | 119 | 128 |
| 1971 | 134 | 138 | 138 | 131 |
| 1972 | 158 | 162 | 157 | 155 |
| 1973 | 176 | 165 | 181 | 183 |
| 1973 1st quarter | 181 | 176 | 184 | 184 |
| 2nd quarter | 170 | 161 | 175 | 176 |
| 3rd quarter | 175 | 162 | 181 | 182 |
| 4th quarter | 179 | 163 | 185 | 190 |
| 1974 1st quarter | 171 | 117 | 175 | 206 |
| 2nd quarter | 177 | 124 | 181 | 212 |
| 3rd quarter | 187 | 133 | 205 | 221 |
| 1974 January | 172 | 110 | 163 | 214 |
| February | 165 | 112 | 171 | 200 |
| March* | 174 | 127 | 187 | 205 |
| April | 176 | 124 | 168 | 212 |
| May | 174 | 121 | 184 | 209 |
| June* | 180 | 127 | 189 | 215 |
| July | 183 | 131 | 200 | 217 |
| August | 191 | 133 | 204 | 228 |
| September* | 186 | 135 | 210 | 219 |
| 1974 April-June av. | 177 | 124 | 181 | 212 |
| July-Sept. av. | 187 | 133 | 205 | 221 |
| *Percentage increase* | 6 | 7 | 13 | 4 |

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than department stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consists of four weeks except those marked * which are of five weeks. The period covered by September 1974 sales was the five weeks from 25 August 1974 to 28 September 1974. The corresponding period in 1973 was from 26 August 1973 to 29 September 1973.

## 'T & I' index inquiries

**Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry's Library's indexing section, tel. 01-215 5842.**

# Foreign arrivals in the United Kingdom during August

During August 829,000 foreign visitors, including all travellers from EEC countries, arrived in the United Kingdom, 4 per cent more than in the corresponding month of 1973, according to figures released jointly by the Department of Trade and the British Tourist Authority. (The figures excluded visitors from the Irish Republic and Commonwealth citizens.)

Comparing the first eight months of 1974 with the corresponding period of 1973 arrivals of visitors from the United States have shown a fall of 20 per cent. This decrease has been counterbalanced by increases in the number of arrivals of 7 per cent from EEC countries, 8 per cent from the rest of Western Europe and 11 per cent from the rest of the world. Large increases have occurred in the numbers arriving from Belgium (14 per cent), West Germany (9 per cent) and Spain (21 per cent).

The seasonally adjusted series for the United States shows a fairly steady fall in the underlying level of arrivals so far this year. The other seasonally adjusted series show generally rising trends from the low levels recorded at the turn of the year.

**Notes**

The figures in the table are limited to foreign nationals, excluding Commonwealth citizens and citizens of the Irish Republic.

For non-EEC countries visitors entering for a stay of under one year are shown while, for EEC countries, total arrivals are shown irrespective of their purposes of visit or length of stay. This follows the entry of the United Kingdom into the EEC, since when citizens of Community countries are generally admitted to the United Kingdom without having to state their purpose of visit, or expected length of stay.

Seasonally adjusted figures: Simple comparisons of monthly figures between one year and another, or between adjacent months can be misleading. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends.

In estimating the seasonal adjustments allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on numbers of Western European visitors.

*See also BTA annual report, page 259.*

### Foreign arrivals

Thousands per month

| | Total arrivals from EEC countries (excluding Irish Republic) | | Foreign visitors from non-EEC countries | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | Rest of Western Europe (non-EEC) | | United States | | Other foreign countries | | Total non-EEC countries | |
| 1967 | 126 | | 30 | | 70 | | 23 | | 123 | |
| 1968 | 144 | | 34 | | 73 | | 29 | | 136 | |
| 1969 | 174 | | 40 | | 95 | | 35 | | 170 | |
| 1970 | 199 | | 47 | | 117 | | 41 | | 205 | |
| 1971 | 214 | | 53 | | 129 | | 46 | | 228 | |
| 1972 | 232 | | 59 | | 134 | | 51 | | 244 | |
| 1973 | 265 | | 70 | | 131 | | 62 | | 263 | |
| | UA | SA | UA | SA | UA | SA | UA | SA | UA | SA |
| 1973 | | | | | | | | | | |
| January | 139 | 258 | 35 | 64 | 60 | 143 | 34 | 55 | 129 | 262 |
| February | 132 | 265 | 36 | 67 | 51 | 145 | 29 | 56 | 116 | 268 |
| March | 170 | 265 | 44 | 65 | 88 | 142 | 46 | 69 | 178 | 276 |
| April | 334 | 242 | 78 | 76 | 129 | 155 | 49 | 61 | 256 | 292 |
| May | 266 | 242 | 56 | 58 | 167 | 137 | 61 | 61 | 284 | 256 |
| June | 299 | 259 | 88 | 67 | 196 | 125 | 73 | 61 | 357 | 253 |
| July | 535 | 253 | 142 | 66 | 228 | 115 | 106 | 61 | 476 | 242 |
| August | 408 | 256 | 89 | 71 | 197 | 108 | 101 | 60 | 387 | 239 |
| September | 278 | 263 | 74 | 71 | 181 | 123 | 91 | 63 | 346 | 257 |
| October | 242 | 289 | 73 | 72 | 122 | 127 | 64 | 63 | 259 | 262 |
| November | 186 | 319 | 63 | 86 | 83 | 128 | 46 | 73 | 192 | 287 |
| December | 186 | 264 | 57 | 72 | 66 | 120 | 47 | 64 | 170 | 256 |
| 1974 | | | | | | | | | | |
| January | 141 | 262 | 38 | 69 | 50 | 122 | 40 | 66 | 128 | 257 |
| February | 132 | 267 | 38 | 70 | 42 | 122 | 35 | 68 | 115 | 260 |
| March | 216 | 271 | 53 | 69 | 68 | 112 | 52 | 76 | 173 | 257 |
| April | 320 | 263 | 79 | 80 | 95 | 116 | 52 | 64 | 226 | 260 |
| May | 295 | 272 | 63 | 65 | 121 | 101 | 62 | 61 | 246 | 227 |
| June | 313 | 272 | 96 | 74 | 160 | 108 | 83 | 69 | 338 | 251 |
| July | 560 | 269 | 154 | 73 | 189 | 100 | 120 | 69 | 463 | 242 |
| August | 458 | 295 | 93 | 75 | 167 | 97 | 111 | 66 | 371 | 238 |
| Jan.-Aug. 1973 | 2,283 | | 569 | | 1,116 | | 499 | | 2,185 | |
| Jan.-Aug. 1974 | 2,436 | | 615 | | 891 | | 554 | | 2,059 | |

Total arrivals = all persons admitted, including long stay and short stay visitors from EEC countries

Foreign visitors = all persons entering for visits of under one year from non-EEC countries excluding Commonwealth countries.

UA = unadjusted. SA = seasonally adjusted Source: Home Office

# Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 1 November 1974.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

| Title of film | Registered no. | Playing time minutes | Date of registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| Vampira | BR/E 37753/3/11/79 | 89 | 28 October | Columbia-Warner Distributors Ltd. | World Film Services Ltd., London |
| Review No. 2 (28th year) | BR/E 37755/3/11/79 | 10 | 28 October | Data Film Distributors Ltd. | National Coal Board |
| The Contract | BR/E 37756/3/11/79 | 35 | 28 October | Thurza Productions Ltd. | Thurza Productions Ltd., England |
| Footsteps | BR/E 37737/3/11/79 | 33 | 28 October | EMI Film Distributors Ltd. | The Alan Parker Film Co. Ltd., London |
| Don't Gape | BR/E 37757/3/11/79 | 27 | 31 October | United Artists Corporation Ltd. | Harold Baim Presentations Ltd. |
| Reserved For Animals | BR/E 37758/3/11/79 | 29 | 31 October | United Artists Corporation Ltd. | Harold Baim Presentations Ltd. |
| Thames and Tower | BR/E 37760/3/11/79 | 15 | 31 October | Columbia-Warner Distributors Ltd. | Global Films Ltd. and Queensway Promotions Ltd., London |
| And Now the Screaming Starts | BR/E 37761/3/11/79 | 91 | 31 October | Fox-Rank Distributors Ltd. | Amicus Productions Ltd., London |
| Movietone News 2369 | BR/E 37584/3/11/79 | 7 | 1 November | British Movietonews Ltd. | British Movietonews Ltd. |
| Movietone News 2369A | BR/E 37585/3/11/79 | 7 | 1 November | British Movietonews Ltd. | British Movetonews Ltd. |
| | | | FOREIGN | | |
| Paperback Hero | F 37752 | 93 | 28 October | Saga Films Ltd. | Agincourt Productions, Canada |
| The Odessa File | F 37754 | 129 | 28 October | Columbia-Warner Distributors Ltd. | Domino Productions Ltd., London and Oceanic Filmproduktion GmbH, Munich |
| Doctor Death Seeker of Souls | F 37759 | 89 | 31 October | Fox-Rank Distributors Ltd. | Freedom Arts Pictures Corporation, California |

Correction to the Register:

The registration number of the film 'Stork' registered on 15 November 1973 has been corrected to BR/E 37127/18/11/78.

Notes:

In the list of amendments to the register during the week ended 2 August 1974 the registration number of the film 'What the Chambermaid Saw' should have read EC 37485/26/5/79.

In the note on the correction to the register, during the week ended 19 July 1974 the date of registration of the film 'Carry on Dick' should have read 10 July 1974.

# Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

| Title | Last published |
|---|---|
| Air transport: trade by air (6M) | 30 May 1974 |
| Balance of payments: | |
| current account (M) | 17 Oct. 1974 |
| trends in invisible transactions (Q) | 24 Oct. 1974 |
| (*see also* Overseas trade of the UK) | |
| Bankruptcy orders (Q) | 31 Oct. 1974 |
| Business names and limited partnerships (A) | 7 Mar. 1974 |
| Capital expenditure: manufacturing, distributive and service industries (Q) | 3 Oct. 1974 |
| Catering trades turnover (M) | 10 Oct. 1974 |
| Chemicals industry activity (Q) | 8 Aug. 1974 |
| Companies: | |
| acquisitions and mergers (Q) | 12 Sept. 1974 |
| new registrations: | |
| Gt. Britain (M) | 24 Oct. 1974 |
| N. Ireland (M) | 24 Oct. 1974 |
| Construction work overseas (A) | 17 Oct. 1974 |
| Energy trends (M) | This week |
| Engineering industries: sales and orders (M) | This week |
| Film industry: | |
| British Film Fund Agency returns (M) | 24 Oct. 1974 |
| cinema admissions and takings (M) | 24 Oct. 1974 |
| overseas payments and earnings (A) | 1 Aug. 1974 |
| registration of films (A) | 31 Jan. 1974 |
| Food: | |
| consumption levels (6M) | 5 Sept. 1974 |
| household consumption (Q) | 1 Aug. 1974 |
| Footwear industry: production, orders and deliveries (M) | 5 Sept. 1974 |
| Foreign exchange: official reserves (M) | 10 Oct. 1974 |
| Foreign trade: industrial countries' production and trade (Q) | 14 Mar. 1974 |
| (*see also* Overseas trade of the UK) | |
| Furniture orders and deliveries (M) | 24 Oct. 1974 |
| Hire-purchase business (M) | This week |
| Industrial production: | |
| index numbers (M) | 24 Oct. 1974 |
| N. Ireland index (M) | 31 Oct. 1974 |
| Wales index (Q) | 11 Apr. 1974 |
| Insurance companies: investments and assets (A) | 5 Sept. 1974 |
| Investment: | |
| book values of overseas direct investments (every 3 years) | 15 Nov. 1973 |
| industry's investment intentions (3 times a year) | 10 Oct. 1974 |
| investment and earnings overseas (A) | 13 June 1974 |
| Machine tools: sales and orders (M) | This week |
| Man-made fibres: | |
| deliveries (Q) | 5 Sept. 1974 |
| production (M) | 31 Oct. 1974 |
| production: quarterly analysis (Q) | 5 Sept. 1974 |
| Motor industry: | |
| car and commercial vehicle production (M) | 31 Oct. 1974 |
| estimated figures (M) | 17 Oct. 1974 |
| motor trade turnover (Q) | 22 Aug. 1974 |
| Office development permits (Q) | 31 Oct. 1974 |
| Overseas trade of the UK: | |
| direct exporters and credit terms (A) | 27 June 1974 |
| UK overseas trade in 1973 | 16 May 1974 |
| unit value and volume index numbers (M) | 10 Oct. 1974 |
| value: analysis of trends (Q) | 26 Sept. 1974 |
| (*see also* Balance of payments) | |
| Paper and board production (M) | 24 Oct. 1974 |
| Pension funds: investments and assets (A) | 5 Sept. 1974 |
| Regional selective assistance (M) | 10 Oct. 1974 |
| Retail prices index (M) | 24 Oct. 1974 |
| Retail trades: | |
| sales (M) | This week |
| provisional figures (M) | 17 Oct. 1974 |
| sales, N. Ireland (M) | 17 Oct. 1974 |
| stocks (M) | 10 Oct. 1974 |
| Royalties: overseas transactions (A) | 27 June 1974 |
| Shipping: nationality of vessels in UK sea-borne trade (A) | 6 Dec. 1973 |
| Steel consumption and stocks (Q) | 26 Sept. 1974 |
| Stocks: | |
| manufacturers' and distributors' (Q) | 3 Oct. 1974 |
| retail (M) | 10 Oct. 1974 |
| Television: overseas payments and earnings (A) | 1 Aug. 1974 |
| Textiles: | |
| activity in the industry (Q) | 25 Apr. 1974 |
| carpet sales (M) | 19 Sept. 1974 |
| cotton industry production (M) | 17 Oct. 1974 |
| hosiery production (M) | 19 Sept. 1974 |
| made-up clothing: orders and deliveries (M) | 31 Oct. 1974 |
| orders and deliveries (M) | 21 Mar. 1974 |
| wholesale houses' sales (M) | 24 Oct. 1974 |
| wool exports (Q) | 26 Sept. 1974 |
| wool output (M) | 17 Oct. 1974 |
| Tourism: | |
| foreign visitor arrivals (M) | This week |
| overseas travel and tourism (A) | 21 Feb. 1974 |
| Wholesale prices: | |
| average prices of selected commodities (A) | 4 Apr. 1974 |
| index numbers (M) | 17 Oct. 1974 |

**Departmental organisation etc.**

| Subjects | Last published |
|---|---|
| British commercial representation overseas | 3 Oct. 1974 |
| Business Monitor titles | 6 Sept. 1973 |
| Customs notices of interest to exporters | This week |
| ECGD local offices | This week |
| Guide to Departments | 5 Sept. 1974 |
| Official Receivers' offices | 24 Oct. 1974 |
| Programme of trade promotions | 17 Oct. 1974 |
| Release dates of economic statistics | 24 Oct. 1974 |

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**Catalogues for the above sales, which give details of the lots. conditions of sale viewing times, etc., are available from the relevant auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).**

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**South-Western Regional Office**
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Tel. (0272) 291071. Telex 44214 DTI BRISTOL

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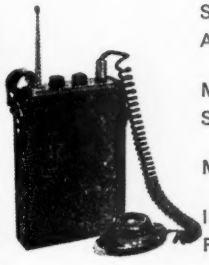

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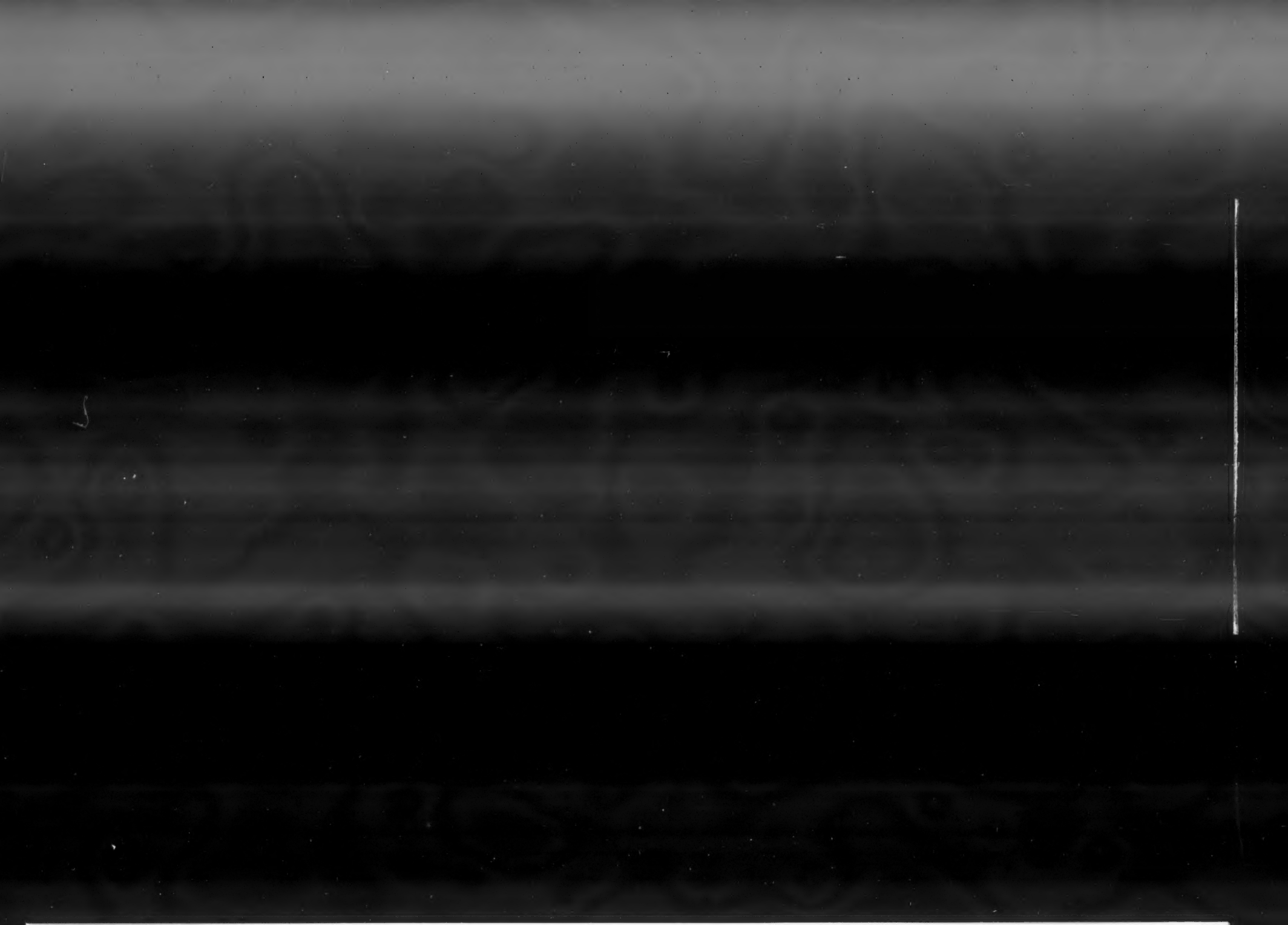
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